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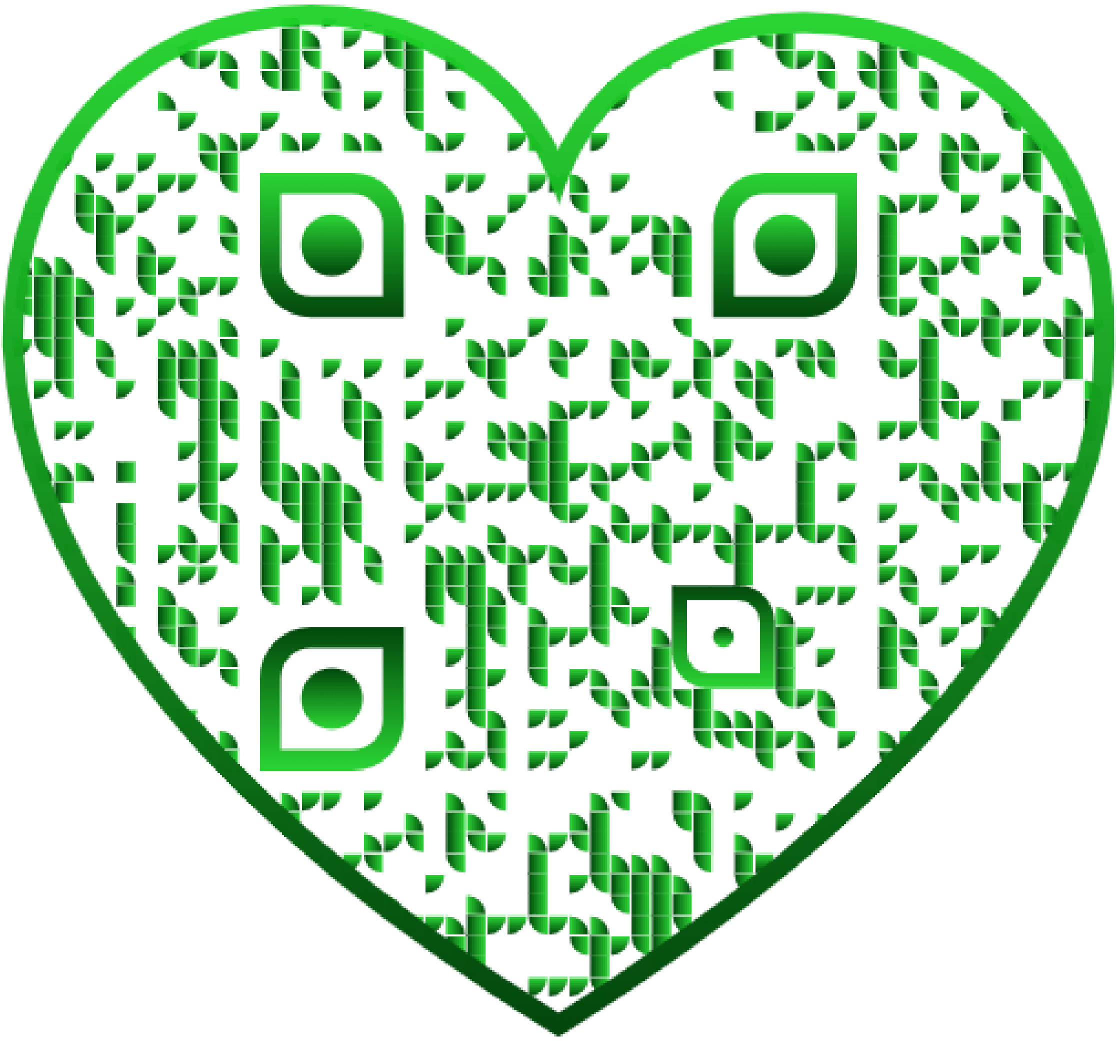

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*Micromex Research, Australian Café Brand Tracking, May 2025

†Based on blind testing at Golden Bean Roasters Engage Dec 2024 of 3 products by 30 roasters/judges.

BeanScene covershoot

La Marzocco,
104 Nicholson Street,
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For *BeanScene*'s October 2025 cover, interviewee Riverina Fresh linked up with La Marzocco to host the photoshoot at the espresso machine manufacturer's Melbourne showroom and bring its quality milk to life.

Naturally, milk was the focus of the shoot, but as Riverina Fresh Executive Chairman Craig Shapiro says, when it comes to coffee, "milk is the support act and coffee is the star of the show".

"Australia is a nation of milk-based-coffee lovers and two-thirds of that cup is milk," he says.

"It's the beans and the roasters who are the main show and we're there as the support act. You've got to get the support act right to bring out the best qualities of the beans in the cup."

Set up in La Marzocco's domestic showroom, photographer Blake Storey got to work on capturing the process of producing a superb milk-based coffee using the La Marzocco Linea Mini.

The eye-catching machine, featuring the wooden accessory kit, is designed for both the home environment and smaller professional setups, perfectly capturing Riverina's role as the dairy producer of choice for consumers and baristas alike.

Still riding the high of having his barista skills showcased on the June cover of *BeanScene*, returning cover artist and La Marzocco Bench Tester Nick Byrne was on hand to pour. Blake focused on capturing the moment the milk meets the coffee, and then the final flourish of excellent latte art. ◼

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Magazine

CHIEF EXECUTIVE OFFICER
Christine Clancy
christine.clancy@primecreative.com.au

PUBLISHER
Sarah Baker
sarah.baker@primecreative.com.au

MANAGING EDITOR
Myles Hume
myles.hume@primecreative.com.au

EDITOR
Kathryn Lewis
kathryn.lewis@primecreative.com.au

JOURNALISTS
Georgia Smith
georgia.smith@primecreative.com.au
Daniel Woods
daniel.woods@primecreative.com.au

ART DIRECTOR/DESIGN
Daz Woolley

HEAD OF DESIGN
Blake Storey

BUSINESS DEVELOPMENT MANAGER
Charlotte Murphy
charlotte.murphy@primecreative.com.au

CLIENT SUCCESS OFFICER
Caitlin Pillay
caitlin.pillay@primecreative.com.au

CONTRIBUTORS
Andrew Feldon, Victor Vu

HEAD OFFICE
PRIME CREATIVE PTY LTD
379 Docklands Drive,
Docklands, Victoria 3008
p: 03 9690 8766
info@primecreative.com.au
beanscenemagazine.com.au

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Contributors

Each issue of *BeanScene* we profile a few of our talented contributors.

Victor Vu is the three-time ASCA Australian Latte Art Champion. He placed seventh in the 2024 World Latte Art Championhip (WLAC) in Denmark in June. Born in Vietnam, Victor worked for three years in hospitality before coming to Australia to perfect his latte art skills. He won the 2018 MILKLAB Barista Battle and the 2020, 2024, and 2025 ASCA Australian Latte Art Championships. He currently works at Ona Coffee Melbourne.

Andrew Feldon sits on the sustainability portfolio at the NZSCA and has been part of New Zealand's coffee industry since 2004. Now, he's the proud Owner of Mouthwater Coffee Company in Manawatu and has worn hats ranging from barista and competitor to judge and enthusiastic long black drinker. He is passionate about creating a more connected, inclusive, and supportive coffee community and brings a grounded, people-first approach to the NZSCA board.

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EDITOR'S NOTE

BeanScene Magazine

The state of the industry

It's been a particularly treacherous year for coffee roasters. With record high green-bean prices reached on the commodity market, supply issues caused by extreme weather, and shipping delays due to conflict, roasters have bore the brunt of one of the coffee industry's most volatile 12 months.

As with the hurdles that have come before this, Australia and New Zealand's coffee companies have been resourceful. From brands such as Pablo & Rusty's that have used education and conversation as a tool to communicate price changes and spark discussion, to those such as The Bean Cartel that have broadened their customer base and pivoted into other sectors, the industry has taken the challenge head on.

To provide an up-to-date understanding of the health of the sector, each year as part of our *BeanScene* Roasters Directory we survey the region's roasters.

Along with the usual questions that track the growth of the industry and its customer base, this year we asked respondents how the market has impacted supply coming into Australasia, coffee prices, and consumers' buying habits. The results were quite eye-opening, with many reasons to be optimistic about the future of the industry – read them from page 92.

The health of the sector is also reflected in the more than 800 Australian and New Zealand roasters included in the directory itself – up around 50 companies from 2024. The nature of industry means we see a fluctuation each year, but the small increase this year is another reason for industry optimism.

The cover star of this extended issue is Riverina Fresh, which is celebrating a new era with revamped branding. With more than 100 years under its belt, the New South Wales milk company is embracing its history, community, and future with an updated logo and continued commitment to helping elevate coffee through its partnerships with Australia's leading cafés and baristas.

On that subject, in this edition three-time Australian Barista Champion Jack Simpson talks to us ahead of his appearance on the world stage in Italy in October. In one of the most hotly contested years of the World Barista Championship to date, Jack shares the preparation he's currently undertaking and his game plan to hopefully finally get his hands on the title.

Wishing lots of luck to Jack and New Zealand Champion Yuqi (Max) Cui ahead of the World Barista Championship, which take place from 17 to 21 October in Milan.

Enjoy the issue!

P.S. I'll be on maternity leave for the next few months, but the magazine will be back in the safe hands of Sarah Baker while I'm away.

KATHRYN LEWIS
EDITOR
BeanScene Magazine

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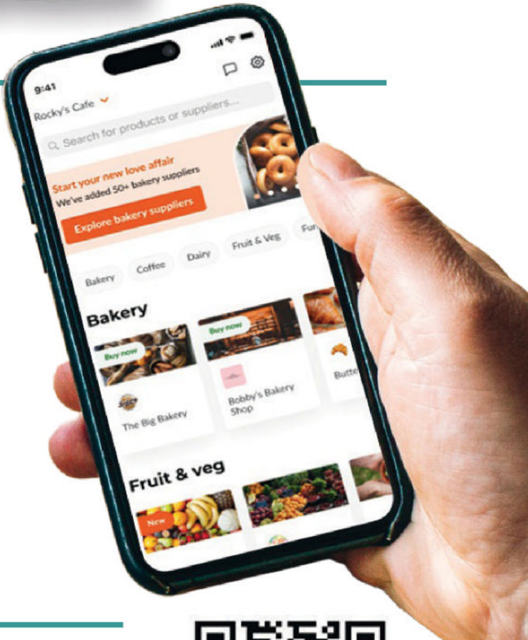
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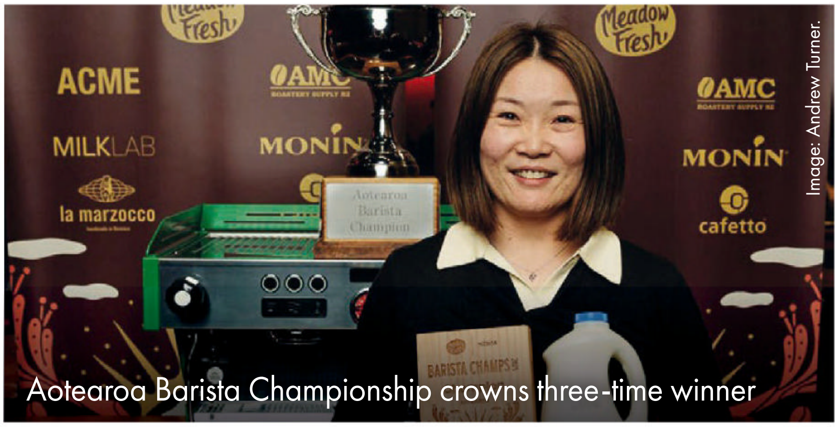

Image: Andrew Turner.

Aotearoa Barista Championship crowns three-time winner

Hiroko Hanna Teramoto has been crowned the NZSCA Aotearoa Barista Champion 2025, securing the title for the third time following previous wins in 2014 and 2022.

Representing Mojo Coffee in Auckland, Hiroko took the top spot at the finals in late August with an "outstanding" 629 points, with colleague Joshua Peacocke placing second with 572 points. The finalist lineup was completed by Heesum Lee of Atomic Coffee Roasters in Auckland (572 points), Matt Ross of Kindred in Tauranga (570 points), Alan Bruce of Acme Cup Co in Wellington (554 points), and Bonnie Lamb of The Coffee Dojo in Wanaka (520 points).

Tufele Timothy Tavite representing Strictly Coffee Roasters in Dunedin was crowned the 2025 People's Champion, which celebrates the 'aroha' and support behind the baristas.

In the nail-biting final, Hiroko used a coffee grown by Jhoan Vergara in Finca Las Flores, Colombia, which showcased the hydro honey process. Her routine focused on the theme 'Who am I?'.

She will go on to represent Aotearoa in the World Barista Championship in Panama in October 2026.

Two of the world's largest coffee companies to merge

North American beverage company Keurig Dr Pepper will acquire international pure-play coffee company JDE Peet's for AU$27.79 billion – the biggest buyout in Europe in more than two years.

In Australia and New Zealand, JDE Peet's owns local brands Campos Coffee, Sacred Grounds, Piazza D'Oro, L'OR, and Moccona – among others.

Once the deal goes through, the companies will be split into two independent, publicly traded businesses: Beverage Co – targeting the North American refreshment beverages market – and Global Coffee Co – targeting the international coffee market. Upon separation, Tim Cofer will be CEO of Beverage Co and Sudhanshu Priyadarshi will be CEO of Global Coffee Co.

Through the acquisition, Keurig Dr Pepper aims to create a global coffee leader serving more than 100 countries with an "unparalleled brand portfolio across all coffee segments, channels, and price points".

Image: xamtiw/stock.adobe.com.

Image: Host Milano.

World Barista Championship 2025 to take place at Host Milano

National Barista Champions from more than 50 countries will come together in Milan, Italy, this October to battle it out to be named World Barista Champion 2025. Runner-up 2024 Jack Simpson will be returning to the competition to represent Australia, while Yuqi (Max) Cui will represent New Zealand.

The competition is just one element of the stacked five-day itinerary at the biennial tradeshow, which takes place from 17 to 21 October at Fiera Milano.

From roasters to machine manufacturers to technology developers, hundreds of exhibitors from around the world will be showcasing the latest innovations in the coffee industry.

Launching this year is new initiative Host Talks – Beyond the Cup, created in collaboration with M25 Consulting. The series of interactive talks will go "beyond the cup" to explore coffee as an integrated system that connects agriculture, technology, design, education, and sustainability.

"With Host Talks – Beyond the Cup we want to give voice to a community that shares values and visions" says Francesca Cavallo, Head of Hospitality Exhibitions at Fiera Milano.

"Coffee is not just a product but a universal language that brings together innovation, culture, and experience – themes that have always been at the heart of Host Milano's mission, making it a global hub for the entire hospitality industry, and a vital reference point for the coffee sector in particular."

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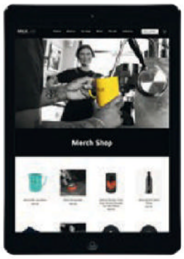

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A 2023 survey found 46 per cent of hospitality workers reported feeling uncomfortable discussing mental health with their employers. Image: Zamrznuti tonovi/stock.adobe.com.

Hospo's mental-health problem

Hospitality is full of fast-paced and taxing roles, with workers often bearing the brunt of disgruntled customers. Is enough being done to support people working in the coffee industry?

In 2019, non-profit organisation R U OK? undertook a survey about mental health in hospitality. The responses from participants indicated the industry needed to change.

Eighty per cent of those surveyed believed mental health issues such as depression and anxiety were a challenge, while 50 per cent reported wishing someone at work had checked in on them.

The world has moved forward in the mental health and wellbeing space in the six years since that survey was conducted, but there are still significant issues facing the sector according to Healthy Mind Menu's Paisley Fogarty.

Healthy Mind Menu is a Perth-based charity founded in 2018 following a tragic number of chef suicides in the local industry. Now, it offers resources to venues across Australia looking to improve mental health outcomes in their workplaces.

In 2023, there was little data on the specific issues facing hospitality workers, so the charity undertook its own study in collaboration with Edith Cowan University.

It found, even four years after the R U OK? survey, 46 per cent of hospitality workers still reported feeling uncomfortable discussing mental health with their employers.

"We found some interesting things including this huge gap in research where nobody was looking at the specific challenges hospitality presents," says Paisley. "All the research coming out of other countries was around productivity and squeezing the worker.

"Some things we saw were prevalent in the industry were customer misbehaviour and abuse, and emotional labour.

"When you work in hospitality a lot of people will say the start of a shift is 'showtime'. They're often putting on a mask and doing the emotional lifting to make sure the vibe of a venue is maintained. That can come at a high cost, which can lead to burnout."

These invisible challenges only add to what is already a physically demanding and fast-paced industry.

"Not only is it work where you're on your feet all the time, which can cause physical fatigue, but the invisible work and emotional labour can cause added stress. If people are wearing this mask all day, by the time they get home they have nothing left to give," says Paisley.

"People think workplaces with those challenges aren't healthy, or they're toxic because there's high turnover. What's really causing these things is customer abuse, work/life imbalance, and emotional labour, which will lead to that turnover, burnout, stress, fatigue, and presenteeism."

While Healthy Mind Menu's report highlights challenges that face hospitality, significant importance was also placed on shining a light on some of its best aspects.

"If you know what's good for you and have co-worker support, there aren't many industries in which you can form such a close sense of camaraderie with your co-workers," says Paisley.

"Hospitality can be really fun, and people will stay in those environments. That's really important for mental health. Professional identity can be a challenge anywhere, but if you're proud of what you do, respect the industry, and see value in bringing belonging and community, it can be an incredible place."

Crafting a career

Shift work, varying hours, and a perceived ceiling on progression are often reasons people see hospitality as a part-time or side-hustle gig while making inroads towards a 'normal' job.

Jamie Wolf is one of many people who hasn't bought into that notion. He and business partner Courtis 'CJ' Lovell now operate Obi Coffee and Slow Daze in Perth and have masterminded a new hospitality mental health activation, Healthy Hospo.

He says there needs to be a greater desire from venue operators to give employees the tools to build long-lasting careers.

"I started in this industry when I was 13 doing work experience in a kitchen," he says. "I've just turned 35 and I haven't left.

"This industry is undervalued at a societal level. People don't see it as a legitimate career. I copped a lot of flak growing up for not going to university and not looking for a 'proper job', but I knew I could make this work.

"There needs to be more communication, honesty, and transparency between owners and staff in how career paths are created, and more openness in helping people step up to owning their own establishments. That needs to come with supporting people and making sure they're in a healthy space that isn't seen as a temporary solution."

That perception of hospitality as not a 'proper job' is one of the biggest challenges the industry faces according to Paisley, but the flexibility it provides can also be one of its greatest strengths.

"Hospitality work can be precarious with insecure contracts, low wages, and variable hours. That can have an impact on satisfaction and engagement," she says.

"There are people who choose hospitality because it's convenient and they can do multiple jobs, but there are others who want to choose it as a career but may be worried about pay or progression. That comes down to education.

"Whether its front of house, back of house, or opening your own venue, there are so many dynamic pathways you can move between to build a fun and creative career."

Putting it into practice

The Bean Cartel is a Melbourne coffee roaster that is currently in the middle of an extended purple patch. Its national business growth has aligned with Founders Stacy and Alison Visser placing a greater focus on creating a positive, healthy work environment, which started with a chance meeting with wellness coach Rebecca D'Angelo.

"I met Rebecca for the first time two years ago at a Grand Final party. I put my foot in it saying I wasn't a fan of health and wellness coaches," says Stacy.

"My thought process was 'what would they know? What experience have they had to understand what I've gone through?'. I was being very insular. She then told me that's the space she works in and thought I needed to be a bit more open to it, so Alison and I went to one of her weekend sessions.

"We got lots of bits and pieces from it. There were some touchpoints that didn't necessarily work for us, but I saw other people in the room get something out of them. Now our team does sessions with her every quarter, and I see everyone get different benefits from it.

"Everyone's had input into what our core values are as a business as a result, and that sense of ownership into the team ethos, ethics, and values has helped foster a great working environment."

Melissa Glentis, The Bean Cartel's General Manager of Sales and Operations, says placing more focus on the work environment has resulted in greater job satisfaction for employees and has been critical to the business' ongoing growth.

"From a management perspective, we have a better understanding of everyone's personalities and how they work," she says.

"When you've got a happy work environment you have a stronger staff retention, and you attract better people into the team. That's enabled us to focus on growing the business as we're not putting out fires.

"That's the ongoing nature of prioritising the team's mental health and emotional intelligence. The growth we're experiencing is a knock-on effect from putting those building blocks in place."

Within that overall business growth, though, Stacy says he's taken great pleasure out of witnessing the personal evolution in his staff.

"Implementing this has created a better work culture and ensured happier customers, but it's made us all better people. We've seen improvements in people's professional and personal growth by focusing on mental health and wellbeing, and the impact of the work environment," he says.

"If you've got the autonomy to make mistakes in an environment where you won't be berated or humiliated, you'll feel safe enough to be creative, take risks, and truly blossom." ◘

In 2024, Jamie Wolf partnered with Healthy Mind Menu to host a charity soccer match for Perth's hospitality industry. Image: Bel & Cal Photography.

HEALTHY MIND MENU
PERTH WELLBEING FOR HOSPITALITY

Patricia Coffee Brewers' Bowen Holden (left) and Pip Heath (right) believe building a team who share their passion has been essential to their success. Images: Ben Clement.

At your service

Patricia Coffee Brewers' Bowen Holden and Pip Heath on founding one of Melbourne's most respected coffee bars, their outlook on expansion, and how the art of service can be the key to unlocking longevity.

When, in 2011, seasoned barista Bowen Holden finally took the plunge to open his own venue in Melbourne's CBD, the café market was already pretty saturated. The specialty scene was gaining momentum, with independent venues popping up across the city and third-wave pioneers cementing themselves as specialty leaders while expanding their reach.

Yet, this didn't deter Bowen. It wasn't a strategic business plan or a drive to make a fortune that fuelled him, but rather an innate ambition to open his own coffee shop.

"I was unhealthily obsessed with the idea of doing it. It was a process I'd been talking about for years and it consumed me. If I was watching a film or reading a book, I'd be looking for ways to link it back to my concept," Bowen tells *BeanScene*.

"There wasn't really a right time to do it. There wasn't much business planning either, I just got to a point where I knew I had the experience and was ready, and then it was happening."

Carving out a niche

After working at some of Melbourne's pioneering speciality coffee businesses, Bowen's vision was to open a coffee bar that would offer something different – and doing so with some of the close friends he'd met during his time in the industry. This included Pip Heath, who was part of Patricia Coffee Brewers from the beginning and formally bought into the business in 2016.

"A core part of our decision-making process was asking the question 'what would make this a great place to work?'," Bowen says. "When you have a menu with 50 items, it's really hard to do your job properly and execute those drinks at a level you'd be happy with."

This thinking motivated Patricia's stripped-back menu, which focuses almost exclusively on coffee. It also influenced its setup as a standing coffee bar, a decision inspired by Italy's espresso bar culture. These factors, paired with its multi-roaster approach, made it a unique addition to Melbourne's CBD when it opened in late 2011.

"We were definitely one of the first venues in Australia to be multi-roastery. Back then, cafés signed up to one roaster and that was really the only option. We wanted to offer a different experience where the customer could choose from a selection of beans," says Bowen.

"We also focused on pourover filter, which at the time was often quite expensive in Melbourne. You'd pay about $10 for a 400-millilitre serve. We wanted to bring the quality and nuance of specialty coffee, but at a lower price. So, we changed the serving size and were able to charge less, which meant people were more willing to try it."

The Patricia team also did something else that seemed pretty revolutionary at the time: ditch traditional items such as latte and flat white for a pared-back menu of white, black, or filter.

"With the menu, we found we knew how to make the milk coffees the most consistently. Of course, if people asked for their coffee a certain way we would do it, but this approach helped our team to keep the quality consistent," Bowen says.

"A lot of people told us these were all terrible ideas, but they ended up making Patricia what it is."

The art of hospitality

Fourteen years on, Patricia has become one of Melbourne's iconic coffee venues. In that time, many cafés – even successful ones – have fallen to the challenges faced by the industry, yet this niche standing bar has stood the test of time.

Pip attributes the business' longevity to the team they've built and their focus on service.

"We are very proud of our coffee, but I think it's our attention to detail and focus on hospitality that we are most proud of," he says.

"When a customer comes in, we hope the first thing they notice is our friendly welcome. We hire people who are empathetic and good at making connections – we're very busy but our service isn't rushed, so they have the opportunity to give the customer that great experience. Our passion really is service."

Building a team who share this passion has been critical, according to the duo. They believe consistently supporting their team made hurdles such as COVID-19 easier to overcome.

"Ultimately, the people are the most important part of the business. Without a great team who feel supported, we wouldn't have been able to build such a strong community that returned to us once the lockdown restrictions had been eased," says Pip.

"More recently with the cost-of-living crisis, prices have gone up and some places have seen a dip in customers. We've tried really hard not to put up our prices by very much and clearly communicate any changes with our customers.

"However, because our team have created this welcoming atmosphere and unique offering, customers come for a certain experience. Although our model has changed and retail now plays a much larger role, we still have a very strong community of customers who come to enjoy coffee with us."

Gradual growth

The business has grown to include a dedicated roastery that opened in 2024 – although Patricia began roasting with Bureaux Collective in 2016. Bowen still works in the original venue most days, while Pip now spends most of his time at the roastery sourcing and roasting high-grade beans for the coffee bar and growing consumer base of home brewers.

While many of their specialist coffee shop peers have added sister venues over the years to increase their brand presence, expansion hasn't been a priority for Patricia's owners.

"I think we care so much about what we're doing and the people who have supported us that we don't want to let anyone down," says Bowen.

"We have concentrated so much on curating the best experience at Patricia, we have to be careful about how we grow. Over the years, Pip and I have been back and forth on the idea of expansion many times, but it's always seemed like a big risk to what we've built. We don't measure our success on the money we make but instead on having a great team and sticking to our values.

"The roastery is a good example of this. We could have pushed harder to grow our wholesale side, but that's never really been where our experience is. We've focused on a small group of wholesale partners, but our real passion has always been service and creating a great café atmosphere. That already takes so much care and energy, so we're mindful not to stretch ourselves too thin in other directions."

However, after 14 years, the duo has decided it's finally the right time to add a second venue to their family.

"I've never been against growth – it's been about what we can take on as a team. After almost 15 years, I think we're at the point where we can do it, but it still feels a bit scary," says Bowen.

"I still have the fear that someone will say 'I went to the original Patricia and it's no good anymore'."

The new café will open in Summer 2025/26 in a bluestone building in the heart of the CBD. The main space will be similar to the original standing bar, while the addition of a dedicated filter bar will offer a second area in which to enjoy Patricia's coffees.

"A big factor in us introducing a second venue was finding a space that was truly special – it couldn't just be anywhere," Bowen says.

"We want it to feel very connected to the original. Although the two venues are two kilometres apart, we want them to feel like one big space."

Admitting they're not business minded, Bowen and Pip say they don't have any further concrete goals for the future beyond the new coffee bar.

"Our goal will always be to be the best place to work and an amazing place to visit. If we can achieve that across two venues, it will be pretty incredible," says Bowen. "It's about doing great things and being proud of what we do, while also balancing that with life and raising our families." ◘

Pip and Bowen also shared their story at MICE2025 as part of La Marzocco's In Conversation series.

"A lot of people told us our ideas were terrible."

Bowen Holden

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Patricia's stand-up format was inspired by Italy's espresso bars.

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Riverina Fresh has worked closely with the coffee industry since the early 2010s. Image: Prime Creative Media.

A legen-dairy Aussie brand

With more than 100 years of history behind it, Riverina Fresh is one of Australia's most respected dairy brands. Executive Chairman Craig Shapiro reflects on how the company continues to honour its legacy while embracing innovation and sustainability, and collaborating with coffee's most creative baristas.

When Riverina Fresh was incorporated as a business in Wagga Wagga in 1922, coffee was nowhere near the cultural phenomenon it is today. Australia was a nation of tea drinkers, with coffee available but rarely consumed. Its fresh milk produced from the fertile pastures of the Riverina Region was a staple enjoyed by families across the region: poured over cereal, sipped from the glass, and stirred into tea.

More than a century later, Riverina Fresh remains deeply embedded in the local community, but is also very much aligned with the wider coffee industry. As one of Wagga Wagga's largest employers, the company supports a network of farmers, distributors, and café owners.

Executive Chairman Craig Shapiro attributes the company's longevity to its people-first approach.

"Riverina's strength is that the business has always been about community," he says. "From the very beginning when it was established as a co-op, it took a communal approach to business. Even now as a private company, the legacy of that setup remains strong – community is still the core of the brand."

100 years and counting

In August 2025, this culture of community was exemplified when Malinda Manning celebrated 40 years of working at Riverina Fresh. To mark the milestone, a new company museum was named in her honour. Helping to curate the exhibition housed at the headquarters, Malinda says it's still a work in progress but features lots of memories.

"Like history, it's always changing so we'll keep updating it with all the products and photos – it's very exciting," she says.

"I'm so proud to work for Riverina Fresh and to have all the memories and history. It all rolls around to the people, the support of the people, and being happy to come to work every day – which you don't get in a lot of jobs."

Over the years, Riverina Fresh has produced a wide range of products alongside milk – from cheese and yogurt to jelly and alcoholic drinks. However, Craig says the business has now condensed its catalogue to focus on producing the best quality fresh milk and dairy products.

"In terms of Australia's entire dairy industry, we're a niche manufacturer," says Craig.

"We are not just focused on producing our high-quality milk but also being the leading supplier for cafés and those pairing it with coffee. We do this by very carefully choosing the farmers we work with, implementing significant quality testing at every stage, and ensuring the milk is processed within 24 hours so it's in the bottle and on its way to our customers within 48 hours."

According to Craig, the key to the best-tasting milk is having a herd of healthy cows and sustaining them with quality feed.

"We are in constant communication with our farmers about what they're feeding their herds as it can have an impact on the flavour of the milk," he says.

The coffee connection

This focus on flavour and quality has made Riverina Fresh milk a secret weapon among many of Australia's competition baristas. In the early 2010s amid the rising popularity of specialty coffee, the company saw an opportunity to link with the country's emerging café scene.

After working alongside specialty pioneers such as Paul Jackson of Danes Specialty Coffee, in 2015 the company collaborated with

MURRUMBIDGEE CO-OP DAIRY Co. LTD

Riverina Fresh was first established as a dairy co-operative in 1922. Image: Riverina Fresh.

World Barista Champion and Ona Coffee Founder Sasa Sestic. Together, they created Riverina Fresh Gold, crafted to be paired with coffee.

"Gold has a high fat profile and was specifically designed to complement Ona Coffee's Raspberry Candy blend, which was used in Sasa's performance when he won the World Barista Championship in 2015," says Craig. "It's our gold-standard milk."

Rachel Fowler of The Press in Wagga Wagga. Image: The Press.

Since then, Riverina Fresh has supported many barista champs, including 2022 World Barista Champion Anthony Douglas and Australian Barista Champions Jack Simpson and Hugh Kelly. In early 2025, it even flew its fresh milk to Dubai to be used by Aldy Nugroho, who went on to win the UAE National Barista Championship.

"The desired milk flavour profile a barista is looking for will depend on the roast of the beans. The milk is the support act, but given it's often two-thirds of the cup it's very important to get it right," he says.

> "The milk is the support act, but given it's often two-thirds of the cup it's very important to get it right."
>
> **Craig Shapiro**
> EXECUTIVE CHAIRMAN, RIVERINA FRESH

"All our milks have been developed to provide consistency, both in how they texture and the flavour they deliver."

It's not just the baristas battling it out on the international stage that are championing Riverina Fresh. Partnerships in the speciality sector have extended to the iced coffee market, including a collaboration with ST.ALi.

This collaborative approach and focus on attention to detail have made the milk brand a favourite among cafés and baristas right across New South Wales, Victoria, and the Australian Capital Territory. And that includes cafés in its own backyard.

In 2022, Rachel Fowler chose to partner with Riverina Fresh when she opened The Press in Wagga Wagga.

"A huge part of my business is supporting other local businesses. From my coffee roaster to my baker to my milk supplier, I wanted to showcase the incredible produce being crafted in the region," says Rachel.

"Before I opened The Press I worked in marketing for more than a decade and what drew me to Riverina Fresh was the brand. It's such a reputable brand that's used in so many great cafés. Fortunately, the milk is fantastic too.

"The business is a part of the fabric of the local community. It's so deeply rooted in the region and I chose to work with them because I wanted my brand to be associated with a great brand like theirs."

Riverina Fresh has also developed its own food-service distribution business that now covers Sydney and Melbourne, in addition to the Riverina region. It predominantly services the café market and delivers its own fresh dairy products alongside 300 other products that are used by cafés daily.

Innovation with purpose

While the production of dairy is steeped in tradition and community, Riverina Fresh is embracing innovation in its quest to produce the highest quality product. A recent partnership with startup PPB Technology has seen the introduction of the Cybertongue, a device developed to test milk in real time for bacteria that can survive heat treatment.

"We've been collaborating with PPB Tech for a couple of years now and it's been great to be part of the trial," says Craig.

"The technology is hugely helpful as it saves having to send off samples to a lab to be tested. Instead, the device allows us to screen samples on site and in real time."

This collaboration is just one of many modern efficiencies the dairy has implemented into its operations recently. Sustainability is another pillar of its strategy. In the past couple of years, the company has installed 1300 square metres of solar panels at its facility and introduced Internet of Things (IoT) technology to optimise older machinery.

"Instead of getting rid of old equipment, we've looked at ways of extending the life of existing machinery. By introducing IoT, we've been able to extract data from older machines and run the factory more efficiently," says Craig.

> "Riverina Fresh is part of the fabric of the local community. It's so deeply rooted in the region."
>
> **Rachel Fowler**
>
> FOUNDER, THE PRESS

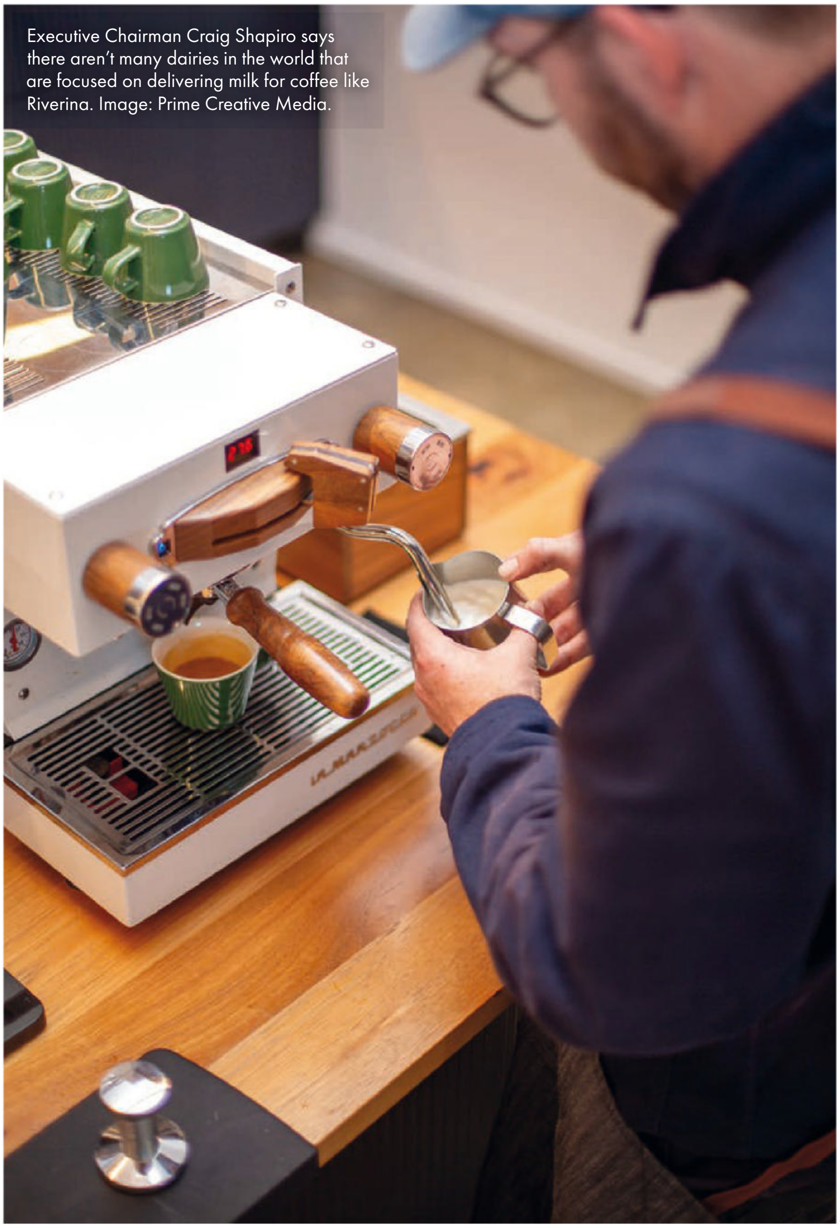
"By running more efficiently we reduce our energy consumption and by upgrading older equipment we minimise waste disposal. Both outcomes have a positive sustainable benefit."

The team also encourage their café partners to return empty plastic milk containers when new ones are delivered. Riverina then sends them to Kurrajong Recycling – a local business that supports disability employment – where the containers are crushed and recycled to close the loop on waste.

Evolving with the times

Adapting to the changing consumer landscape and embracing rather than shying away from innovation has been a pillar of the brand's longevity. While the rise of plant-based alternatives and potential development of lab-based products have threatened to disrupt the dairy industry, Craig remains confident in the enduring value of traditional dairy milk.

"There will always be a place for dairy. However, like all things in business, if you don't evolve you'll get left behind," he says. "One of the strengths of Riverina Fresh is that it has continued to evolve throughout its 103-year history. It has remained current and adapted to consumer demands."



Executive Chairman Craig Shapiro says there aren't many dairies in the world that are focused on delivering milk for coffee like Riverina. Image: Prime Creative Media.

Its latest evolution is the introduction of new branding, which will be gradually rolled out in late 2025. It's been more than a decade since the company last refreshed its look, but for Craig and team the time was right.

"How people perceive a company through its branding is very important – you need to evolve to stay current," he says. "However, our logo is very recognisable and such a core part of our link to the Riverina Region."

The new logo retains the iconic cow illustration but features updated colours, fonts, and a sharper design. The establishment date of 1922 has been added to reinforce the brand's history.

"The new logo remains true to our heritage and represents the past 103 years. The new fonts and other additions represent the next 100 years of Riverina Fresh's journey," Craig says.

As Riverina Fresh enters its second century, its focus remains on supporting a sustainable dairy sector and advocating for fair treatment of farmers.

"Farming is a really tough industry. Milk is an essential ingredient in so many products, but often it's still cheaper to buy than bottled water. We need to ensure our dairy farmers are rewarded more fairly for their work," he says.

With many farms closing due to generational shifts and structural challenges, Riverina Fresh is committed to preserving the industry through innovation, community support, and a relentless pursuit of quality.

"What makes us unique is our connection to the coffee industry," says Craig.

"There aren't many dairies in the world focused on delivering milk specifically for coffee. That's our niche – and we're proud of it." ◘

For more information, visit riverinafresh.com.au

The ALTERNATIVE DAIRY Co
BARISTA
OAT

Australian Barista Champion Jack Simpson wants to further shine a light on the coffee farmers producing the world's best coffee.

Jack Simpson's "secret weapon"

Three-time Australian Barista Champion Jack Simpson is taking his talents to the world stage once again, but this time he's shining a light on one of the industry's most underappreciated areas.

To succeed in the highest levels of competition requires a flawless blend of art, science, and expertise, with significant dashes of talent and creativity thrown in for good measure.

There are few baristas who have achieved this balance as well as Jack Simpson who, this October, will once again represent Australia at the World Barista Championship. This time the competition takes place in Milan, where he will be hoping to go one step better than his second-place finish in Busan in 2024.

As he gears up to once again take on some of the best baristas in the world, Jack says he's taken a different approach to previous years. He is hoping to shift the industry's focus away from the baristas and towards the producers who make these types of competitions possible.

"This year I feel like I really have a purpose and a message that I have been wanting to send, first on the national stage and now on the world stage," Jack tells *BeanScene*.

"Baristas are the coffee celebrities, they're the ones in the magazines and on Instagram, but producers deserve more of a platform. I don't think I have given that enough of a platform over the past couple of years, but in reality, the producers are doing an incredible amount of hard work that then allows us to do our best work.

"Their product is their livelihood and it's formed through generations, so it's super important to share their stories. As baristas we have a responsibility to get that across to our customers and whoever wants to listen."

In this year's Australian Barista Championship, the Axil Coffee Roasters Head of Innovation defeated runner-up Gabriel Tan of Veneziano Coffee Roasters for the third year in a row, with Plus Two Coffee's Tony Xie placing third.

Jack used a natural Panamanian coffee from Jamison Savage at Finca Deborah – Nirvana and a natural Colombian coffee from Jonathan Gasca of Finca Zarza for the espresso and milk courses.

For his signature drink, he used another coffee from Jonathan alongside honey vinegar, with cascara and passionfruit husks to highlight the value of waste products.

Jack says the journey producers like Jonathan have taken for their coffee to be used in such a high level of competition highlights why baristas should strive to further showcase origin and production.

"Jonathan is a fourth-generation coffee

farmer. He's only recently started producing specialty coffee, but he's doing some really amazing things," he says. "I think the spotlight should be taken away from me as a competitor and instead shone on producers like Jonathan. Without them, we wouldn't have an industry.

"Whatever we're doing on stage will be listened to and seen by a lot of people, so I'm conscious that I want to send a positive message.

"We're going through a tough time as an industry at the moment and what these producers are able to achieve is just amazing. It's up to us to make sure the industry is not taking it for granted."

In Jack's journey of finding which coffees are most suitable for him to use in competition, he has typically embarked on something of a tasting tour that has seen him sample beans from across the globe, but this time he changed his approach.

"In the past two years the process involved me trying as many coffees as I could and going to as many cuppings as possible to get my hands on all these different samples. I think I tried close to 200 coffees," says Jack.

"That really solidified that I knew I was choosing the best coffees to represent, but this year I knew I only really wanted to use two producers – Jamison and Jonathan – because I had built these strong connections with them and their families.

"It wasn't that I didn't want to go through that process of finding new coffees, but more that I have a connection with them in addition to them being top-level producers, and I really wanted to showcase their products."

That marriage of art, skill, science, and creativity to create Jack's personal brand of inimitable barista magic was evident in the milk course, where he combined Jonathan's Colombian coffee with dairy milk – but with a twist.

Using The Alternative Dairy Co.'s oat milk in conjunction with Riverina Fresh dairy milk, Jack created a beverage he labelled as hard to describe, but "like a liquid fruitcake."

"We're very blessed in Australia to have amazing milks like The Alternative Dairy Co. that we can just grab off the shelf and use straight away," he says. "But in barista competitions you're always trying to find the edge," he says.

"This time, I used a process called cryodesiccation. I put the oat milk in a freeze dryer to chill to about -30 degrees Celsius until it was completely frozen in a thin sheet. Then we applied vacuum pressure into a chamber and applied a gentle heat of around 50 degrees.

"When you're applying heat to a frozen product under vacuum pressure it doesn't turn into a liquid, it goes straight to gas. What's escaping is literally just water, so it's leaving behind all the solids."

It was these solids created from The Alternative Dairy Co. oat milk that helped Jack find the edge he was seeking.

"This process takes around four or five days, but it leaves you with a powder. It's 100 per cent oat milk, but all the liquid has been taken out," Jack says.

> "The Alternative Dairy Co. put so much effort and research into crafting the best alternatives on the market."
>
> **Jack Simpson**
> THREE-TIME AUSTRALIAN BARISTA CHAMPION

"I reintroduced the powder back into a milk, and it basically supercharges it. It's really creamy, incredibly textural, super sweet, and it amplifies everything.

"When I serve it with some of the best coffees in the world, it almost becomes like a dessert. It's hard to describe, but you can think of it almost like a liquid fruitcake."

Jack is incredibly familiar with The Alternative Dairy Co.'s products, having used them across Axil Coffee Roasters' venues and during his more than 14 years in hospitality.

He says the quality of the product and alignment of their values makes it a no-brainer option to help him shine on the world stage.

"I've been using The Alternative Dairy Co. in the café for several years now and I'm very thankful they support me in barista competitions. To have a partner that's making such an amazing product is a bit of a secret weapon," says Jack.

"Earlier this year, I was lucky enough to go to their facility just north of Sydney and see how they produce their milks. They put so much effort and research into crafting the best alternatives on the market.

"I spend hours perfecting a cup for a barista competition, and the same can be said for The Alternative Dairy Co. with their milks. Seeing those similarities in our approaches is why I choose their milk for work, as well as the national and world stages." ■

For more information, visit altdairyco.com

Jack calls The Alternative Dairy Co.'s products his "secret weapon". Images: The Alternative Dairy Co.

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The ultimate V60 showdown

A recent collaboration saw Allpress Espresso and HARIO put hand-brewing in the limelight, with the winner of the competition series securing a spot at the finals in Japan.

More than 100 baristas were on the waiting list to compete in the ANZ V60 Championship Series. Image: Allpress.

Grassroots, community-based competitions were foundational in establishing and growing the specialty coffee scenes in Australia and New Zealand that have since become the blueprints for other markets around the world.

While some events have expanded exponentially and become almost-full-time careers for those who participate, smaller scale local events such as latte art throwdowns and pourover competitions still provide a training ground and social space for all manner of coffee folk – from home enthusiasts to professionals wanting to refine their craft.

For specialty roaster Allpress Espresso, when the opportunity to host the ANZ V60 Championship Series alongside HARIO came along, it was just the collaboration the team were looking for.

"At Allpress, our purpose is to create trusted relationships and meaningful connections inspired by great coffee," says Paul Cassebohm, General Manager of Allpress Espresso.

"Reflecting on this, we wanted to find a platform to connect with the coffee community. The V60 is the purest artform that celebrates coffee – it strips back everything else and puts the focus solely on the skills of the barista and the beans."

After the success of last year's Auckland event, Managing Director of HARIO Australia John Jang was thrilled when Allpress wanted to expand the competition in 2025.

"This year is especially meaningful as we celebrate the 20th anniversary of the V60 Drippers, and being able to co-host the V60 Brewers Cup ANZ Regionals alongside Allpress for this milestone made the event even more special," he says.

The series kicked off with regional heats in Christchurch, Auckland, Brisbane, Sydney, and Melbourne. Competitors were tasked with a simple-yet-specific brief: brew the best coffee possible using a HARIO V60 and mystery micro-lot beans roasted by Allpress.

"The coffee was kept secret until the first heat, but all competitors brewed the same beans. It was a single-origin Colombian Gesha grown by Carlos and Paola Trujillo of Finca Patio Bonito in Caldono, which felt like a great fit as we use a lot of beans from that region in our blends," says Paul.

"We worked with our sourcing partner Café Imports to find a coffee that would provide a beautiful clean finish, while also being something the competitors would have fun working with."

The regional winners – Nick Schryvers of Victus Coffee & Eatery (Christchurch), Hiroto Sasaki of The Hideout Specialty Coffee (Brisbane), Blues Shim of Slow Koi and Hi Toastie (Auckland), Jay Yu of Macquarie University (Sydney), and Jason Kim of Bennetts Coffee (Melbourne) – gathered in Melbourne on 31 July to go head-to-head in the ANZ final.

"We were absolutely rapt with the response to the competition – we had more than 100 baristas on the wait-list and I think that's down to the V60 being such a celebrated brewing process," says Paul.

"It was a great turnout and the talent on display was amazing. It was incredible to see the competitors' flair and signature styles on the stage. A huge thank you to the series sponsors Oatly, Café Imports, Otis, La Marzocco, Felons Brewing Co, Third Wave Water, Coffee Works Express, and Acme."

In what was a tense final, Jason Kim came out on top – earning his competition place in the world final just an hour after winning the Melbourne heats. Despite being in the coffee industry for almost two decades, this was Jason's first competition win.

"I actually entered the competition to improve my manual brewing skills – signing up was a way to force me to practice," he says.

"Going straight from the regional heats to the finals certainly got my adrenaline pumping. I hoped to do well but didn't expect to win – I couldn't sleep that night from all the excitement."

Ahead of the V60 Brewers Cup World Finals in Tokyo in late September, Jason was practising his pourover skills by brewing beans from a wide range of Melbourne's best roasters to prepare for the surprise coffee presented to him on the day.

"Going head-to-head against 12 other competitors certainly increases the pressure," he says. "The team at HARIO have been super supportive in helping me prepare and have provided all the equipment I need to further sharpen my skills." ◘

For more information, visit allpressespresso.com

homie
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WE ACKNOWLEDGE

Australian musician Tash Sultana kicked off HoMie's Store Sessions series, which is being supported by Minor Figures. Images: Minor Figures.

HoMie's where the heart is

How alt-milk brand Minor Figures is backing HoMie's fight to end youth homelessness.

Minor Figures is a long-time supporter of Melbourne streetwear and social enterprise HoMie. This support was taken to new heights with the first iteration of HoMie's new Store Sessions initiative, where ARIA Award-winning musician Tash Sultana played an intimate set at the brand's Fitzroy store.

The Store Sessions concept has been inspired by the popular Tiny Desk Concerts series by United States public broadcaster NPR, and aims to bring the community together to raise awareness of the issues surrounding young people experiencing homelessness in Australia.

This collaboration is the latest in a long line of partnerships between Minor Figures and HoMie. Minor Figures General Manager Henry Catts says it is important to the alt-milk brand to support initiatives like this and be active in the communities it operates in.

"What HoMie is trying to achieve is just phenomenal. Anything raising this kind of awareness about youth homelessness and doing something to improve the lives of young people is so important," says Henry.

"Minor Figures is a smaller, community-minded business that was started by a couple of Aussies – we're not a large corporation. Our products are made here in Victoria and supporting local communities and businesses is one of our core values at Minor Figures. It's important to give back as local communities are what drives the Australian coffee scene.

"We're always looking at ways we can give back. For coffee, music, and culture to come together in this way to support the community is just fantastic."

It is hoped Tash's Store Session is the first in a long line of performances that will continue to shine a light on the issues facing young people experiencing homelessness.

Bad//Dreems and Big Words also played at the event. HoMie Creative Director Marcus Crook hopes new ideas like Store Sessions will continue to embed these issues in the minds of the public and motivate more people to act.

"Outside the amazing performances, we see this as an opportunity to spark conversations about the issue and give people more understanding of the stereotypes and stigmas around young people experiencing homelessness. Breaking down those barriers and starting a conversation is often the first point of helping," says Marcus.

"This is another way for us to work with local artists and build the community, because it does take a real community of people to help solve the issue of homelessness. If there are different ways we can provide platforms for people to help us do that, I feel it's a good opportunity."

That opportunity goes both ways, as Marcus believes the Store Sessions can also help musicians tap into their creativity.

"It creates a new platform for Australian musicians and artists to do something different and creative. I felt there was a bit of a gap in the Australian market for that."

HoMie manages a range of programs to provide people with the tools to move out of homelessness, with its Fitzroy storefront a key component in its operations.

The social enterprise runs an eight-month Pathway Alliance Program in which young people are paid to study and work with the business on the shop floor for a guaranteed 12 hours per week. HoMie also pays for them to complete a Certificate III in Business.

Minor Figures has long collaborated with HoMie to help its mission to end youth homelessness.

They recently launched a more condensed 10-week Retail Ready program for young people that simply need an opportunity and some retail experience to get them into the workforce and on their way.

It runs VIP days, where the team partner with youth homelessness services to bring young people into the shop to select five items of clothing for free, and give them the opportunity to get a haircut, have some food, and grab a coffee.

Minor Figures' involvement in the Store Sessions initiative extends far beyond adding their name to a list of partners or sponsors. Like in previous collaborations with HoMie, the brand and its mascot, Penny, were in the thick of things helping to heighten the experience for those who attended.

"Collaborating with Market Lane Coffee, we created bespoke drinks on the day using our Barista Oat milk to provide coffees for the bands playing and the people who came along to the event" says Henry.

"People are loving the new flavour profile of our Barista Oat, but the most popular drink on the night was our Churros iced lattes using our recently launched churros-flavoured oat milk, which tastes like a cinnamon doughnut. We also worked with made by Fressko to make some limited-edition cups to serve the drinks in."

> "Anything raising this kind of awareness about youth homelessness and doing something to improve the lives of young people is so important."
>
> **Henry Catts**
> GENERAL MANAGER, MINOR FIGURES

Marcus says Minor Figures has long held a desire to elevate experiences for the people HoMie supports through its outreach programs.

"We've been talking about this for years, so to have the support of Minor Figures is great," he says.

"This hasn't just been a one-off partnership. In the past, they've provided coffee for our VIP days and we even used to have one of their fridges in-store.

"It's awesome for them to back this pilot when there's no real data behind it. We've been really well supported by the brand over the years and I'm so glad they could be a part of this first one."

made by Fressko, Remedy Drinks, and Lonely Lands Agency sponsored the first Store Session alongside Minor Figures.

The phrase 'begin as you mean to go on' rings true for the first Store Session. Tash Sultana is one of the biggest names in Australian music. They launched into international stardom with their single *Jungle*, which was ranked third in the 2016 Triple J Hottest 100 countdown.

They have well over three million monthly listeners on Spotify alone, and more than one million followers on Instagram. Marcus says – like Minor Figures – Tash's association with HoMie began long before the first Store Session.

"When we started HoMie I was working at General Pants, and I recall Tash Sultana was playing in Bourke Street Mall as a busker," says Marcus. "I remember just being infatuated with how talented they were.

"Tash has always supported us in buying and wearing our clothing on social media, it's awesome to have a full-circle moment where they have agreed to be part of this.

"They have their own charities to support young people, but the biggest representation of young people experiencing homelessness are from LGBTQI+ backgrounds, so it's really good to grow this organic relationship we already have with Tash."

Henry says the involvement of such a well known Australian artist was the cherry on-top of what was already a winning idea.

"It was already a yes from us before we heard about Tash. To have someone of their standing involved was just fantastic and it will help get so many eyes on this message, which is such a wonderful thing," he says.

"Bad//Dreems and Big Words were also really exciting. It was great to see them put on such a great show.

"Fitzroy was the perfect setting for the first Store Session, because it's an area that is synonymous with street fashion and coffee community. It's our real heartland from a Melbourne perspective, so it just made sense for us to get involved." ◘

For more information, visit au.minorfigures.com

made by
Fressko

made by Fressko was launched in 2014 to offer a more sustainable option for Australia's coffee lovers. Images: made by Fressko.

Moving forward together

In the ever-evolving landscape of Australia's café culture, one brand has been quietly shaping the way consumers drink coffee while also helping cafés to thrive.

For more than a decade, made by Fressko has been one of the pioneers of the reusable cup movement and a committed partner to the cafés, baristas, and roasters that make up the beating heart of Australia's hospitality scene.

With a strong foundation in quality, culture, and sustainability, the brand aims to be more than just a product provider. According to Fraser Davies, Head of Café Sales at made by Fressko, it's a community builder, a problem solver, and a company that genuinely cares about its role in the café industry. At the centre of this mission is its mantra: Better Together. Forward Forever.

"Our mantra speaks to improving every aspect of the businesses we work with, from the products we offer to the way we support our partners," says Fraser.

"It's about collective progress. If we can help each other move forward, we all win. That applies to our team and our café partners equally."

Founders Sean Atme and Lucas Ciancarelli launched made by Fressko's first products in 2014 to offer a more sustainable option for Australia's coffee lovers. Driven by a vision to offer premium reusables that don't compromise on quality or environmental values, over the years the company has earned a reputation for its colourful cups and collaborative nature.

Fraser highlights how the spirit of hospitality is at the core of what the team do.

"I joined Fressko after 15 years in hospitality and tourism," says Fraser. "My role was to launch our reusable cups into the café and roastery scene nationwide. It's been incredible to be on the road, not just helping Fressko grow but also helping so many of the cafés that make the Aussie coffee scene the best in the world."

The hands-on experience has played a pivotal role in shaping Fressko's ethos and approach. Fraser believes this deep understanding of the industry translates into knowing what café owners actually need to succeed.

Over the past decade, Fressko has become the reusable cup of choice for some of the country's most iconic coffee brands. Businesses including ST. ALi, Axil, Proud Mary, Toby's Estate, Veneziano, LUNE, and Code Black have all worked with Fressko.

"Some of the most defining moments for us have been seeing our café partners experience real success. They have seen incremental sales, loyal customers, and a real sense of community around our product," says Fraser.

"When a café can offer something their customers truly connect with, everyone benefits."

While made by Fressko has been by the side of its partners to celebrate their success, it's also been there through the more challenging times the industry has experienced. Fraser says when hurdles such as COVID-19 and the cost-of-living crisis hit, the brand was there to provide much-needed support.

"We learned that adaptability is everything. When the world shut down, many smart café operators pivoted and started selling quality retail items to keep revenue flowing. We were flexible with order sizes and payment terms because one-size-fits-all just doesn't work. Every café is different, and we treat them like family," he says.

Fressko's commitment to cafés extends beyond product sales. Whether it's participating in industry-wide initiatives such as Melbourne International Coffee Expo (MICE), Responsible Cafés, or CafeSmart, or offering tailored advice to struggling businesses, the company's involvement is deeply rooted in the culture of coffee.

"If a café is having a tough time, we're not just here to push products. We'll brainstorm retail strategies, help with staff incentives – whatever might make a difference," he says.

"This is a cyclical industry, it has ups and downs. We ride those waves with our partners."

While being a reliable partner to cafés is an ongoing priority for the brand, sustainability will always be its driving force.

"We believe sustainability should be the number one priority, beyond just reusable cups," says Fraser.

"It's about reducing food waste, minimising emissions, recycling coffee grounds – we love working with partners like Reground to push those initiatives forward. There's no single fix, it's messy and hard, but every small step matters."

As economic pressures and evolving expectations continue to affect Australia's café scene, Fressko aims to be agile by focusing on the fundamentals: great products, excellent service, and a people-first culture.

"Our business model isn't that different from hospitality. Care for your customers and they'll keep coming back. We want people to feel loved, whether they're buying a cup or running a café," says Fraser.

Internally, the company has doubled down on creating a positive workplace culture.

"The recipe for success has changed. You have to care about more than just the bottom line. Young people are facing serious challenges, workplaces need to be supportive, inclusive, and offer real opportunities. Culture is everything," Fraser says.

Well-versed in the challenges and pressures of the industry, Fressko continues to help café owners navigate the uncertainty of today's market.

"Every day is a new day," he says. "There will be tough ones: staff no-shows, broken equipment, or just slow trade. But what you can control is the experience you create. Serve with a smile. Make your customers feel seen and valued. Build a space people want to return to. The good days will outweigh the bad."

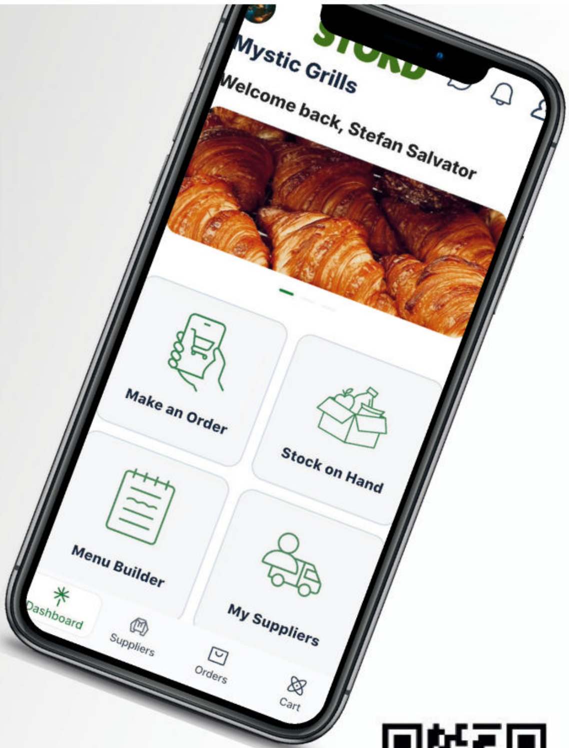
Left to right: Co-Founder Sean Atme, Head of Café Sales Fraser Davies, and Co-Founder Lucas Ciancarelli.

Despite the challenges of recent years, Fressko remains full of optimism for the future of hospitality.

"Cafés are more than just coffee stops. They're places people come to feel good, to connect. Customers love seeing you and your staff. It's a safe space, a happy space," says Fraser.

"So fill up your Fressko, breathe in that sweet coffee aroma, and go do your best. Forward, forever." ◘

For more information, visit **au.madebyfressko.com**



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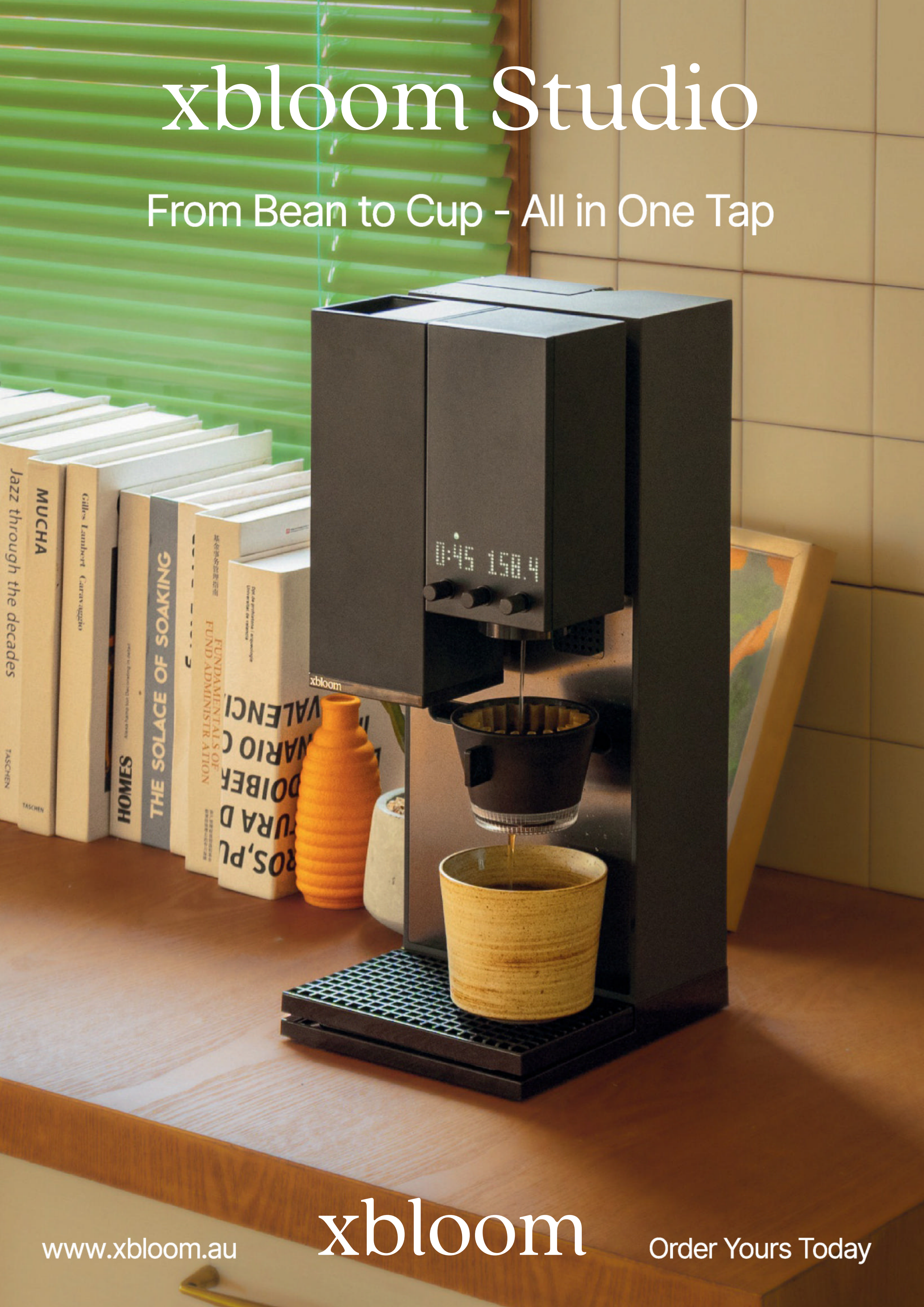
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Merch for connection

At its core, customised merch is a tangible way for coffee people to express their creativity and personality, and create authentic connections with their customers.

HUM. Concept provides a range of customisation services to help better connect coffee with community.

Images: HUM. Concept.

Coffee is more than a drink. It's connection, community, and creativity all perfectly aligning to form a culture that is greater than the sum of its parts.

Branding design and merchandising are both growing areas of the coffee industry and play a key role in cafés showing their personalities, building their communities, and bringing their values to customers.

Creative merch and product studio HUM. Concept was founded by Christine Fan at the start of 2025 and is already making waves.

With the likes of White Horse Coffee, Thieves Coffee, St. Rose Café, and Wolf Coffee Roasters already among her clients, Christine says being able to dial into the unique personality of any given business is key to helping it create stronger bonds with its customers.

"Coffee is about connection, I love how we're connected not only to the drink itself but also to the spaces we enjoy it in and the people we enjoy it with. I can walk into a space and feel straight away what it's trying to express, and what its personality is," she says.

"I have a good coffee machine at home, but I still go to cafés all the time because I crave the human connection that happens in these spaces. That's why I started HUM. Concept, to really tell the story of the brand and use merch as a channel for building authentic connections.

"Merch reflects a brand and its personality. At the core of that are the people who founded it and the people who work in it. I want to make this implication tangible with good merch, since it's a channel for businesses to build authentic relationships with their customers, and it's an additional source of revenue."

Christine initially started HUM. Concept as a side hustle where she pounded the pavement of her local streets looking for clients she could help, but has since decided to devote herself to the project full-time.

Christine says HUM. Concept can offer personalisation of merch right down to the label.

> "Coffee is such a creative industry and the people in it aren't the type that just want a uniform. They want something sick."
>
> **Christine Fan**
> FOUNDER, HUM. CONCEPT

"I was at university studying early childhood education and was making promotional cooler bags for local grocery stores on the side. I added a pocket to the bag, and it was a tiny change that made a huge difference to the function," she says.

"I then started door knocking on the streets of Geelong and the Mornington Peninsula talking to different shops. When I talked to the business owners, I realised there was a huge demand for not only branded merch but they also needed someone to take care of the entire process."

Because making merch is not a standardised process Christine says customisation details often get lost in translation. She quickly recognised she was uniquely positioned to provide end-to-end customisation services and link the design ideas with the manufacturing process.

While merchandising is far from a new phenomenon in coffee, Christine believes there are levels to the game and customisation has become king is defining a unique look and feel in an industry packed full of individuality.

She says HUM. Concept collaborates with its clients on all aspects of its merch, down to the smallest details, to help them stand out even further.

"We can make the 'usual' merch such as T-shirts, caps, and tote bags, but we also do socks, mugs, travel cups, bucket hats, and almost anything you can think of," she says.

"We customise merch down to the type of fabric and the label on the inside. I've got fabric books with 50 colours. It's a hyper-customised experience.

"You can come to me with ideas and we will take care of the delivery of your vision from end-to-end. You have your ideas being heard and explored, and production taken care of. We quality check every single piece that is delivered and provide a whole range of services that go way beyond just dragging and dropping a logo on a website.

"Coffee is such a creative industry and the people in it aren't the type that just want a uniform. They want something sick, and something really different and unique that aligns with their personality."

'Hum', a Latin root word meaning earth and ground, was incorporated into the brand name to reflect Christine's role as both grounded support for her clients and a creative partner.

She says although merchandising can open new sales opportunities for a business, that's not what she sees as the most important part of providing unique and creative products.

"We build connections, we bring your brand story into tangible products and create authentic relationships from concept to delivery," she says.

"I think connection comes before revenue. Even though creating a great merch line does open another revenue stream for cafés and roasters, it has so much potential to help connect them with their communities."

For more information, visit humconcept.com.au

MILKLAB
MILKLAB
MILKLAB
MILKLAB

MILKLAB saw a gap in the market for alternative milk and hasn't looked back since. Images: MILKLAB.

A decade of alternative innovation

Marking 10 years of innovation and collaboration, MILKLAB has not only ridden the wave of the shifting café scene but also helped carve out the trends that have defined it.

When MILKLAB entered the alternative dairy market a decade ago, the plant-based milk category looked very different. The taste of the product, its ability to steam well, and latte art capabilities were often sacrificed when switching from traditional dairy, leaving baristas and café owners frustrated.

Witnessing the issue, the team behind MILKLAB saw an opportunity to create a quality range of plant-based milk specifically designed to complement espresso coffee. To do so, they knew they needed to work in close collaboration with the people who know coffee best: baristas, roasters, and café owners.

"We launched MILKLAB because the level of performance baristas demanded to deliver a quality coffee simply wasn't there," says Natalie Latimore, Head of Marketing at MILKLAB. "When we first started, the texture, taste, and performance of alternative milks was an afterthought. From day one, we set out to change that."

This proactive approach laid the foundation for what would become a major disrupter in the coffee industry. Ten years on and seven product launches later, MILKLAB is now one of the go-to brands in Australia for cafés seeking a plant-based milk company to partner with. Its international presence has also expanded in recent years, and in 2025 it ticked over 25 countries.

The team at MILKLAB say its success has been built through innovation, consistency, and a strong focus on quality. MILKLAB Almond, one of the brand's flagship products, remains Australia's top-selling barista almond milk a decade after it was launched. It's a testament, the team say, to their commitment to meeting café standards without compromise.

"Our almond milk has been our hero from the beginning," says Natalie. "It proves that quality and consistency are paramount to success."

But beyond the products, MILKLAB has redefined what it means for an alternative milk company to collaborate with the coffee industry. The brand continuously involves the café community in the development of its formulations and packaging. Feedback from baristas, roasters, and distributors isn't just welcomed, it's essential for the business.

"We've involved the industry from the start. We don't just make milk for baristas, we make milk with baristas," Natalie says.

Building trust

According to Natalie, what sets MILKLAB apart in the café scene is the team's laser focus on performance. They highlight how baristas trust them because the products behave predictably behind the bar. From frothing and stretching to flavour balance with espresso, every aspect is fine-tuned with usability in mind.

"Every product in the MILKLAB range has been made in collaboration with some of the world's most influential baristas, roasters, and café owners," says Natalie.

"That sense of trust and partnership is why MILKLAB has become such a staple in the industry."

From the beginning, the company's collaboration with the coffee industry has been more of a philosophy than a business strategy.

"We worked hand in hand with baristas and roasters throughout the entire development process," says Natalie. "We sampled our trial blends directly with them, gathered feedback, and made sure the products delivered both the demands of the consumer and the barista."

When alternative milks were still in their infancy, White Horse Coffee was one of the roasters and cafés to take a chance on working with the new name in the plant-based space.

"Back in the dark ages there wasn't much out there for alternative milks, just some soy and an odd rice milk. When MILKLAB launched, it was exciting and flavoursome, so we embraced it with open arms," says Dominick Majdandzic, Head of Coffee at White Horse Coffee.

Years later, that partnership has only grown stronger, and Dominick boils it down to the unique combination of both a solid product and a trusted relationship.

"The relationship and their service are the best. The team make you walk away feeling enriched and energised," he says.

As public awareness around health and dietary needs increased, demand for non-dairy options also skyrocketed, and Dominick says MILKLAB has led the charge.

Asked what they'd say to other café owners considering MILKLAB, the response is simple: "The suite of products is second to none – and the service is even better," he says.

When it comes to personal favourites, for Dominick it's all about the moment. From oat, which they helped develop, to almond, which shaped their barista journey, one thing is clear: "MILKLAB is more than a product, they are a partner," he says.

Refining reputation

The company aims to regularly revisit its product lineup to refine and improve formulations based on industry input. It's this ongoing conversation that has kept MILKLAB ahead of the curve and has earned the brand a reputation as a trusted partner, not just a supplier.

While MILKLAB is best known for its plant-based milks, the company has also played a role in shaping modern café culture. Programs such as its International Barista Battle and Roaster Royale have given coffee professionals a global stage to showcase their skills, while newer initiatives like MILKLAB Sensations and Coffee Shop Sets are helping cafés tap into emerging trends.

"Consumers today want more than just a good coffee, they're looking for experiences," says Natalie.

"Our Sensations program has helped cafés capitalise on beverage trends such as iced drinks and signature-style creations, offering them ready-to-go kits that are easy to use and cost-effective."

These initiatives, Natalie says, are designed to help cafés stay relevant in a rapidly evolving and competitive landscape, while also giving them tools to increase revenue and engage their community.

The future of MILKLAB

The team are optimistic about the future of milk alternatives in the coffee industry and believe the future will be shaped by both local and global influences.

"We've seen matcha and signature drinks rise in popularity thanks to trends coming out of Asia," says Natalie.

"The coffee shop set movement also started overseas before taking off in Australia. It's an exciting time to be in the industry – you never know what's around the corner."

As for MILKLAB's place in that future, the brand has no intention of stepping back.

"Cafés will continue to be a cornerstone of Australian culture," she says. "And plant-based milks will continue to play a central role in that evolution. MILKLAB will be right there leading the way, just as we have for the past decade." ◘

MILKLAB is celebrating ten years of innovation in 2025.

For more information, visit milklabco.com

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Roasting pains

It's been a year like no other for coffee roasters in Australia. How are they weathering the pricing and supply storm while keeping quality consistent?

The price of a cup of coffee in Australia has become a hot topic over the past year thanks to a string of events that have seen green-bean prices rise to new highs. Online news platforms keep warning of the dreaded $12 coffee, giving café owners the difficult job of educating customers on the reasons behind small price increases while simultaneously putting out the fires sparked by these click-bait articles.

For roasters like Merlo in Queensland, the past 12 months have been bumpy at best. From navigating volatile market prices to securing beans amid global supply issues, maintaining quality while also keeping costs reasonable to ensure customers can continue to thrive has been a challenge. But what exactly has brought the coffee industry to this point?

"The price of green beans is what everyone has been talking about, but there have been a series of issues and events that resulted in coffee reaching a peak price in April 2025," says Simon Brooks, Q Grader and Head of Operations at Merlo.

"There have been supply chain issues including a shortage of containers, wars in the Middle East impacting shipping routes, extreme weather events impacting coffee harvests around the world, and rising demand from emerging markets such as China and India. The combination of all these things has resulted in demand outstripping supply, which has caused the market price to rise."

Simon says domestically the problem has also been compounded by the weak Australian dollar. For team at Merlo, the challenge has not just been navigating price increases but also maintaining supply security to get their hands on the coffee they want and need.

For roasters like Merlo in Queensland, the past 12 months have been bumpy at best. Images: Merlo.

"As one of the largest independent roasters in the country, we've had to reassess how we do things and readjust to survive. It feels like we have to work 10 times harder to get the same result," says David Holt, Merlo's Chief Operations Officer.

"Logistics wise, we now hold a lot more green-bean stock than we did in the past because there's a lot less spot coffee [green beans in warehouses in Australia that are available for immediate purchase] around to fill the gap if there are shipping delays."

While Merlo has also had to explore new buying models, Simon says it hasn't compromised on the quality of its coffee and has done everything in its power to keep prices as low as possible for customers across Queensland and beyond.

"We won't ever sacrifice quality to save a dollar. If it costs more, we're still going to buy the same coffee to ensure consistency for our customers," he says.

"At Merlo, we're lucky to work with several of Australia's largest coffee traders, which means we haven't had to look to different origins and change the composition of our blends or our selection of single origins."

Like almost every other roaster in the country, Merlo has had to make some small price increases over the past year. However, David says they haven't passed on anywhere near the true value of the rises they've experienced as a roaster.

"If we passed on the full value of the commodity costs all the way to the consumer, they really would be paying $12 a coffee. That's just not sustainable for the industry and we have to protect our customers," he says. "We pass on what we can, but ultimately we're absorbing a lot more of the increases at this time."

Although there has been much chatter about the price of a cup of coffee, both Simon and David believe there's more education needed to inform customers about the crop-to-cup journey. They also say that if prices are to go up, the quality of the coffee needs to ensure value for the customer.

"We invest a lot in training and educating our café partners to make the best cup of coffee with our quality product. We can source the best beans and roast them with care, but if the quality is not maintained by the barista you'll end up with an unhappy customer," says Simon.

Despite these difficult market movements, the team at Merlo have seen increasing interest from its café partners to introduce a second coffee option alongside their house blends.

"A lot of cafés are looking at how they can add value for their customers – the days are over when coffee shops could be one dimensional. Venues want to offer a second espresso option or different brewing methods to keep customers engaged," says Simon.

This interest in more variety has seen the roaster's Bean of the Month program grow in popularity among its wholesale customers. Each month, Simon and the team select a single origin that showcases a different region, processing method, or farmer story. Previous examples include a Costa Rican from the world's first certified carbon-neutral coffee farm and a Café Feminino Mexican coffee in celebration of International Women's Day.

Before selecting the Bean of the Month, the team will cup tens of coffee samples to find the one that best represents what their customers are looking for – with a great story to boot.

"We're led by what our customers enjoy, but we try and mix it up each month to ensure there's something exciting," says Simon. "The team don't always agree on the winner, but it's sure to be a good conversation on the pros and cons of each coffee."

While it's impossible to predict what the future holds for the coffee market, David and Simon are more optimistic about the year ahead.

"If you look back to April when the coffee price was around the US$4 per pound mark, we're in a much better position now at about US$3. But if you compare that to October 2023 when prices fell to US$1.54, we're still in a very different position," says David.

"You can't predict where the market is going to go, but we're definitely more hopeful that coming into the new calendar year it will continue to improve and provide a bit more stability for roasters and cafés in Australia."

For more information, visit merlo.com.au

Merlo COO David Holt (right) with Founder Dean Merlo at the Queensland roastery.

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BioPak released its first Bioplastic Lined Coffee Cup in 2009. Images: BioPak.

Sustainability's radical innovators

With 19 years' experience and 22 product innovation awards under its belt, BioPak is a pioneer in the sustainability space. Its Founders reveal how collaboration with the coffee industry fuels product development and why they'll continue to fight for better composting infrastructure.

When Gary Smith and Richard Fine established BioPak in 2006, little thought was given to what happens to a single-use coffee cup once it had been discarded. While takeaway hot beverages were taking off in Australia and New Zealand, so was the market for single-use paperboard cups lined with a thin layer of polyethylene plastic.

The friends recognised the 'take, make, dispose' model wasn't a sustainable option for the planet, but most consumers, café owners, and roasters hadn't yet become conscious of its impact on the environment. Through BioPak, they sought to disrupt the industry by introducing compostable food-service packaging made from sustainably sourced renewable materials. Yet, Gary and Richard had an up-hill struggle to convince the industry there was a problem that needed solving.

Fast-forward almost 20 years, however, and a significant amount of single-use coffee cups in Australia are now compostable – a feat the Co-Founders thought to be almost impossible when they started out.

"In 2006, no one had given packaging a second thought. There was absolutely no awareness from the general public," says Richard.

"It took a significant amount of time for consumers to even acknowledge what happened to the coffee cup they were drinking from. It wasn't until 2017 when we had the great war on waste that we reached a tipping point and suddenly the world became aware of the evils of conventional single-use plastics."

BioPak Founders Gary Smith and Richard Fine say no one was interested in sustainable takeaway packaging when they started out in 2006.

BioCrew
BioCrew

The original compostable cup

Being one of the early pioneers in the sustainable packaging space, product innovation has been a pillar of BioPak's growth and success. It all started with its first Bioplastic Lined Coffee Cup, which was brought to market in 2009.

"Our current Bioplastic Lined Coffee Cup is still the same design we launched 16 years ago. Our first customers weren't necessarily looking for the most sustainable option but something to make them stand out in what was a very crowded coffee market at the time," says Gary.

The cups are lined with PLA (polylactic acid), a bioplastic made from plant-based resources which can be composted at industrial facilities. In 2021, BioPak launched a sister product that uses an aqueous coating in place of PLA. The water-based lining is certified home-compostable, although it does contain a very small amount of synthetic polymer created using fossil fuels.

Aware of the sustainability limitations of the aqueous coating and market interest in an even more sustainable product, after years of development in 2024 the company came up with a solution that was both home compostable and free of fossil-fuels based materials. BioPak's PHA (polyhydroxyalkanoate) lining is produced by microbes during the fermentation of renewable resources.

The product was a first in the Australian market, but the team aren't resting on their laurels and their search for materials with even stronger sustainable credentials continues.

Customer-led innovations

Over the years, innovation has come in many forms for the company – from introducing PFAS-free sugarcane-pulp takeaway containers to bringing a paper straw to market before most consumers had seen a turtle have a plastic version removed from its nares.

While Gary, Richard, and the wider team are constantly volleying ideas for new innovations, they say nearly all the projects and adaptations they undertake are inspired by feedback from their customers.

"We work with thousands of customers each month across the five countries we operate in, so we naturally have constant customer feedback. It's often the very small tweaks we make to existing products that can massively streamline a café's workflow," says Gary.

"We're always looking for ways to improve our products and use fewer raw materials to make the most sustainable options. A lot of our innovative work is also in creating bespoke products for our larger customers, which could be adapting packaging size to suit their serving or making containers easier to separate when stacked.

"These aren't always headline-making innovations, but rather everyday practical solutions that make our clients more efficient."

Richard highlights it's not only the structure and functionality of BioPak's products that have led the company's innovation projects over the years – it's also their design.

"Specifically in the café sector, our innovation not only comes in the raw materials but also in the length and breadth of our range. We were one of the first brands to start putting artwork on their cups and now everyone is doing it. Every two months we release a new art series that helps promote up and coming artists," he says.

"Today, more than 50 per cent of our business is working with customers to bring their own cup designs to life."

Joining forces

As BioPak continues to grow and release new industry-first products to the market, acquisitions are a major focus for the brand. In August 2025, the B Corp acquired Queensland packaging company Bygreen, which has operated in the sustainable packaging space for more than 30 years.

"Acquisition is very much part of our roadmap. We have worked in opposition to Bygreen for many years – it's a fantastic company with values much aligned to our own," says Gary.

"Merging enables us to combine our expertise and strengthen our portfolio to offer a wider range of products for our customers. For example, Bygreen has incredibly strong paper straws that can last for hours without deteriorating. These are the kinds of innovations we want to add to our catalogue."

In April 2024, BioPak made a move that surprised some in the industry when it took over reusable cup company Huskee – a product designed to eliminate the use of single-use packaging.

"The Huskee acquisition really shows our commitment to the evolution of this industry. Investing in that technology and the solutions for reuse is incredibly important to us," says Richard.

"We believe there will always be a need for both reusables – where it's practical – and single-use – where the infrastructure or washing facilities aren't available. I would like to believe in four- or five-years' time we could destroy half of our business of disposable cups, but establish half of our business with reusable cups via the Huskee Borrow system. It would be much more cost-effective and sustainable for our customers."

More broadly, both Gary and Richard believe there needs to be increased alignment between industry and government to improve the future of sustainable products in Australia and New Zealand.

"Currently, the system to be able to dispose of compostable items is fragmented and disjointed. We are constantly speaking with government organisations, but it's very frustrating. There is a solution right in front of us that's working in South Australia [where compliance with composting standards is enforced] that other states refuse to align with," says Gary.

"Alongside our product innovation, we will continue to fight for composting infrastructure because organic recycling is the real sustainable solution for food-based packaging such as coffee cups." ◘

For more information, visit biopak.com

BioCup
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Gary and Richard believe there needs to be increased alignment between industry and government to improve the future of sustainable products.

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An organic opportunity

Carving out a niche for a café can be the key to business success. One café owner details how leaning into their suburb's interest in wellness and finding a coffee specialism helped their venue to thrive.

Meidy's Café in Bondi specialises in organic coffee and tea.

Growing up among the coffee plantations in the foothills of the Honduran countryside, Meidy Estevez had a strong connection to the world of coffee from a young age. Even when she moved to Australia, she continued to immerse herself in the industry – managing coffee shops across Sydney until she opened her own venue, Meidy's Café, in Bondi in 2018.

Located on a busy strip of cafés and shops, Meidy knew she had to make her new addition stand out from the crowd.

"I loved making coffee and had worked in a couple of different coffee shops across the city. I used to live and work in Bondi and knew the area well, so one day I decided it was time to open my own business," she says.

"There were already a couple of cafés on the street I'd chosen to set up my venue, but I noticed none of them offered organic coffee or tea. Many people in the local community were interested in health and wellness, so introducing an organic coffee blend seemed like a great idea to make us stand out from the crowd."

A friend suggested Meidy get in touch with Piazza D'Oro, knowing the Sydney roaster offered an organic option. While there were many roasteries in the city to choose from, it was a link to home that inspired Meidy to partner with Piazza D'Oro.

"I was overwhelmed by the choice of roasters, but when I discovered Piazza D'Oro's Organic coffee can feature beans from the area I grew up in, I knew it would be the perfect fit for Meidy's Café," she says.

"I had tried so many coffees so far, I instantly gave up my search. The team at Piazza D'Oro were very quick to get me set up with all the equipment I needed to start serving their coffee."

The medium-roast, organic-certified blend can feature beans from Honduras and Peru to produce tasting notes of caramel, milk chocolate, and honey.

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CARAMEL, MILK CHOCOLATE & HONEY SWEETNESS
1kg
CERTIFIED ORGANIC
MEDIUM ROAST
WHOLE BEANS

Piazza D'Oro's Organic blend often features beans from Honduras and Peru. Images: Piazza D'Oro.

"As a child, I picked coffee in Honduras, which is really special," she says.

"We've been serving the beans for almost eight years and they're very popular with our customers. Most people who come into Meidy's are looking for a strong coffee with great flavour and this blend doesn't disappoint."

Alongside organic coffee and tea, Meidy's Café serves a range of health-focused dishes to appeal to the tastes of its local residents. Breakfast bowls, nourishing salads, and wraps are supplemented by more indulgent dishes for visitors who want to treat themselves.

"Nowadays, everybody wants to look after themselves and healthy options continue to be very popular. Having nutritious food really complements our menu of organic drinks and appeals to our regular customers," Meidy says.

"We have a small team of chefs who create our menu from scratch. There are also some more fun dishes such as fluffy buttermilk pancakes and pistachio french toast."

What originally started as a hole-in-the-wall venue has expanded into a much roomier café with plenty of space for regulars to kick back and enjoy a coffee or something to eat.

"Our success is down to our regular customers who have supported the café as we have grown," Meidy says. ◘

For more information, visit piazzadoro.com.au

Tetra Pak believes the rise of RTD beverages stands to benefit cafés. Image: Tetra Pak.

Roast, pack, go

Tetra Pak looks to the future of coffee consumption and how younger generations are mixing up their morning caffeine.

While traditional coffee lovers may prefer their espresso rituals, a new wave of consumption is emerging.

Giancarlos LaRocca, Marketing Director for Oceania at Tetra Pak, has seen the future. He's looking beyond the café, past the customer nursing their espresso, to the younger, active consumer wanting convenience, new flavours, and options more compatible with their lifestyle.

For Giancarlos, that shift is being driven by ready-to-drink (RTD) coffee – in some cases chilled and blended with new functional ingredients such as protein and even collagen.

But he wants to reassure the flat white drinker, and the café teams serving them across Australia and New Zealand, that this isn't about replacing the coffee experience people love. It's about expanding it.

"We see a rising interest in things like signature drinks and RTD coffee," he says. "It's no longer just lattes, flat whites, and espressos. Consumers are increasingly seeking variety, not to replace cafés, but to complement and extend the coffee experience. It's about expanding that experience for consumers and keeping that consumption of coffee going."

Globally, RTD coffee is expected to grow by more than AU$14 billion in value by 2027 – with Australia leading growth in Oceania at a healthy 2.8 per cent CAGR according to Tetra Pak's own data. It's a clear signal: the shift is happening and the opportunity is real.

Giancarlos, who took on the marketing role in Australia just over a year ago, has of experience across Tetra Pak and the fast-moving consumer goods (FMCG) sector to back that call.

During the past decade, he's worked in various parts of the world in business and marketing sectors but has also drawn on his engineering background to help gain an understanding of trends in FMCG, including coffee.

He says Tetra Pak's analysis is backed by the company's global scope and its eyes in markets around the world.

"Having that full view of what's happening somewhere else, markets that are maybe a little bit behind or ahead, it's definitely very important for us locally," he says.

That view is highlighting a move towards more convenience and mobility, says Giancarlos. He believes Australia is well placed to capitalise on those opportunities.

"We have a strong coffee culture in Australia, which we're proud of. I haven't seen that so broadly in other countries," he says.

"We see RTD coffee as a way to expand and keep that going for coffee lovers and others, because it might be new people joining the category."

Those new people are keen on new experiences and options.

"RTD coffee is one of those," he says. "Anything from protein, which is probably the most famous example so far, is being added into coffee to make it more functional, delicious, and convenient. Collagen is another ingredient we're seeing a lot of buzz around."

He sees a clear split in the RTD coffee

category between ambient and chilled, including grab-and-go portion packs and multi-serve formats.

While chilled products dominate today's shelves, Giancarlos believes there's untapped potential in ambient formats, especially in Oceania with opportunities also extending to sustainability and supporting the environment, which is increasingly important for both business and customer.

"With vast distances across the Oceania region, ambient formats offer a practical and sustainable solution by reducing the need for chilled transport and energy-intensive storage," he says.

"All of this not only makes RTD coffee more accessible beyond where it's produced, it also makes it more appealing to today's conscious consumers."

Tetra Pak's processes are designed to maximise the shelf life of those products by utilising its technology and packaging, rather than additives and preservatives.

"That's one misconception that I need to clarify, because sometimes consumers may believe there's something added into the product to make it last so long," he says.

"The truth is, there are no preservatives or additives added. It's all about two things: the processing it goes through – how you brew the coffee or treat it – and the right packaging. We use ultra-high temperature (UHT) processing to safely eliminate microorganisms, ensuring product safety without the need for preservatives.

> "Consumers are increasingly seeking variety, not to replace cafés but to complement and extend the coffee experience."
>
> **Giancarlos LaRocca**
> MARKETING DIRECTOR
> FOR OCEANIA,
> TETRA PAK

"What's more, the packaging must be strong, durable, and robust to ensure complete food safety. So, it's the mix of those two things."

Tetra Pak can offer more than just packaging for those wanting to expand into RTD coffee and new options, according to Giancarlos.

He says Tetra Pak, a global leader in food processing and packaging solutions, is eager to support businesses across Australia and New Zealand by sharing its expertise to help design, create, and deliver what he sees as the future of coffee. Whether that's through end-to-end solutions or strategic collaboration.

"We have experience and learnings from different categories – milk, plant-based, coffee, high-protein drinks, and so on," he says.

"We invest a lot in consumer research as well as the formulation of recipes and development. We have a big team of food scientists who can support with that. This goes all the way to how consumers drink from the packaging, such as the size of the cap, so the liquid goes smoothly into the mouth, and they get the full exposure of taste.

"This also includes how big the packaging is, so it can be easily placed in a backpack on the go. There are so many aspects to be considered."

He says Tetra Pak can support with what's inside the packaging as well.

"We have different Customer Innovation Centres and Product Development Centres around the world where we can actually try different formulations and recipes and make those work for a more large-scale production," he says.

As well as end-to-end solutions, Tetra Pak can collaborate with other industry players and brands in developing, packaging, and distributing RTD beverages and new products. Giancarlos calls it a "win-win sustainable situation".

For more information, visit
tetrapak.com/en-anz

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Panel 1 – What Venues Want
How to acquire and retain the customers you value

Ordermentum's F&B Leaders After Hours tour focuses on the potential of AI in hospitality settings.

Hospitality's seismic shift

Artificial intelligence doesn't have the potential to change hospitality – it's already doing so. Ordermentum CEO Adam Theobald reveals how his business is hyper focused on the next generation of technology for the industry.

It's almost impossible to work through any given day without hearing about how artificial intelligence (AI) is influencing the world. The hospitality industry is far from immune to any impacts it may have, and the team at Ordermentum are gearing up for what it means for the sector.

With more than 46,000 venues and 1000 suppliers using the platform, Ordermentum has helped lead the digitisation charge in what has, traditionally, been a slow, error-prone, and manual task of supply wholesale ordering.

The platform is now looking to accelerate change in Australia's hospitality sector through the application of AI, with CEO Adam Theobald convinced of the business' responsibility to guide its partners into this new technological era.

"There has never been a more seismic shift to hit the global economy than AI. I'm bullish it will positively transform our industry," says Adam.

> "There has never been a more seismic shift to hit the global economy than AI. I'm bullish it will positively transform our industry."
>
> **Adam Theobald**
>
> CEO,
> ORDERMENTUM

"Over the past 10 years, we've been given a lot of trust by the industry to help them digitise, but now we have a huge responsibility to partner and educate our suppliers and venues as the next wave of tech breaks.

"We have shifted focus to AI within our own business, the industry, and the world at large. We feel a real obligation to build our product and to educate our customers – because we believe the right implementation of AI will lend to a more sustainable and more economically viable industry."

How does that education happen, though? It would be easy for Adam and the Ordermentum team to jump on the phone to explain new features and technologies to customers, but that's not their style.

Instead, they've embarked on what they have called the F&B Leaders After Hours tour around Australia, where they're getting their boots on the ground and meeting face-to-face with their customers.

"We love travelling around the country to meet, connect, and learn from our customers," says Adam. "We want to bridge any fear around new technology. Every event is such a fun, interesting opportunity to talk about the latest developments and build those crucial relationships that can only be facilitated in person.

Ordermentum

CEO Adam Theobald says there has never been a more seismic shift to hit the global economy than AI. Images: Ordermentum.

“That’s why we’re heavily investing and recruiting in South Australia, Western Australia, and Queensland, so that we can connect more deeply with our customers where they are.”

Ordermentum has been leaning into the AI revolution through the rolling out of a range of features for its customers. Omni, a new tool for suppliers that automatically pulls off-platform orders into Ordermentum, is the jewel in the crown.

“It’s flying off the proverbial shelf – and people are excited, not fearful. When we give suppliers a trial, they see how life-changing it is.”

He points to a case study in Victoria that indicates Omni’s influence on a long-term customer.

“A business in Melbourne realised they had enough ordering and payments admin to fulfil two to three full-time jobs. Now, with Ordermentum, they’ve managed to spin that round so their customers place orders themselves and payments are done automatically. And instead of reducing headcount, they’ve pivoted that resource to customer service” says Adam.

“They’re a hugely successful business and they keep growing, which is exactly why they needed efficiency. However, they still have certain customers who can’t or won’t use the platform because of their own internal systems and processes.

“This business decided to use Omni for the 10 to 20 per cent of their venues that aren’t on Ordermentum, which has saved them 30 hours per month in manual data entry.”

Saving time is important for every kind of business, but is a desperate need for those in hospitality. With the demands of in-person relationships building, and ever-increasing admin, Adam says AI tools are providing much needed support.

“Another AI tool we offer is helping suppliers to build product descriptions in fantastic ways, while another is helping with credit scoring and understanding risk across their customers. Lastly, there’s the pricing insights tool that helps them understand what is overpriced and what is underpriced,” he says.

Other AI features are being rolled out – or are under development – but Adam says the creation of these depend on what’s underneath the surface.

“It’s really all in our data. Our job is to use that data to create amazing features that will revolutionise commercial outcomes of the businesses that we serve. Essentially, we see ourselves as working in tandem with our customers to keep evolving our platform – so they can keep evolving.”

This desire to deliver the best experience for venues and suppliers has been a foundational value of Ordermentum’s, and Adam says those 11 years of experience and rapid scaling prove the benefits for those that use the platform.

“There are some great people doing great things in this space, but a few things make us different. First, our size. It took six years for the first billion dollars of goods to be sold through our platform, but the last billion took just seven-and-a-half months,” he says.

“The other difference is we don’t have one customer. We have two. We design a product that is fantastic for the supplier and fantastic for the venue, whereas a lot of platforms will just focus on one side.

“But both sides of the hospitality industry are so integral to our economy and culture. That’s why we’re hyper focused on the AI and tech solutions that will allow venues and suppliers to flourish the way they deserve to.”

For more information, visit ordermentum.com.au

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Art of Tea Owner Samantha Brown says venues that provide a superior tea experience can put themselves ahead of the competition.

Creating customer loyal-tea

Serving the right coffee beans can be make or break for a café, but the same care is not often applied to tea offerings. Samantha Brown reveals how upping their tea game can be a powerful way for cafés to create repeat business.

In today's hyper-competitive café market, exploring any point of difference to bring customers back through the doors is essential.

Whether through the creation of cool signature drinks, new and exciting food options, or the crafting of a unique vibe, there are countless ways to grow that loyalty.

There is one demographic of traditional customers that has often been neglected as this shift towards specialty coffee and higher quality food has evolved. Tea drinkers.

Tasmania's Art of Tea has supplied its range of teas to cafés across Australia for more than 20 years. Owner Samantha Brown believes venues that provide a superior tea experience can put themselves one step ahead of the competition.

"Cafés want to create loyalty in their customers," she says. "Tea drinkers are just as fussy – if not fussier – than coffee drinkers, and the tea lover needs just as much attention from a café as the coffee lover.

"The best way to really frustrate a tea drinker in a café is to present a beautifully handcrafted coffee from a local roaster to someone else at the table, and then just plonk down a mug or teapot with a teabag in front of them. If you treat your tea drinkers like royalty – the same way you treat your coffee consumers – you'll get an amazing return from them.

"If a café has exceptional tea, these customers will be loyal to them forever. Being able to provide a curated, quality tea experience is invaluable in developing incredibly strong customer relationships."

Art of Tea started its journey at Hobart's famous Salamanca Market in 2000, with Samantha taking over the business in 2007. Under her stewardship as 'The Tea Lady', the company has grown from a popular market stall into a tea retailer and supplier that sends its products all around the country.

It imports single-estate tea leaves from origins including India, China, and Sri Lanka, while also selling Australian-grown teas – some of which are even grown in Tasmania. In 2019, it also switched to organically sourced ingredients for its herbal blends.

"People are definitely seeking out higher quality and nuanced flavours in their tea, and the health benefits that are present in green, black, and herbal teas tie into people becoming more mindful about their overall health," says Samantha.

"We clearly have a strong coffee culture in Australia, but customers are becoming more discerning and they really want a quality tea made locally."

Despite having 150 varieties of tea on offer, Samantha says there is a pair that consistently prove themselves as customer favourites in Art of Tea's wholesale and retail trade.

"We have two outstanding teas that are by far our most popular. Our Indian Chai is our best seller to our café clients despite the fact we have about 10 different chai varieties, including three caffeine-free options. It's loose leaf with real spices and no added flavours, sugars, fillers, or preservatives," she says.

"Then there's our Tasmanian Breakfast, which is an incredibly popular alternative to English Breakfast. It's our highest selling tea for good reason – it brews up to be mid-full strength without the clawing of a higher tannin tea. It can be enjoyed with or without milk, and we're always receiving feedback about how much customers love it."

Also included in Art of Tea's products is its Wildlife Tea range, with a percentage of proceeds of each sale of these teas donated directly to Bonorong Wildlife Hospital – an initiative the company has supported for the past 15 years.

Samantha says handcrafting teas with her own recipes offers a significant point of difference in the service Art of Tea can provide its café partners.

"Like most of my teas, the Indian Chai and Tasmanian Breakfast are my unique recipes developed from years listening to both retail customers and the café industry," she says.

"The fact we're an Australian-owned, Tasmanian-made product is an added selling point for cafés that use our tea. It's like choosing a small, artisanal roaster. You're getting quality that has had a lot of attention paid to it," says Samantha.

In a time when many Australian businesses are outsourcing key elements like customer service and packaging to second or third parties, Samantha says the Art of Tea team prides themselves on their end-to-end customer service.

Tasmania's Wildlife
wildlifetourism.org.au
parks.tas.gov.au
the art of tea
tasmania
Tassie Devil Tea

Art of Tea's Tassie Devil Tea is part of its Wildlife Tea range. Images: Art of Tea.

The tea leaves, spices, herbs and floral ingredients are all hand blended, packaged, and shipped by the small, all-female Art of Tea team in Kingston, just south of Hobart.

"We're here to speak to cafés and help them with their needs and are always at the other end of the phone – we're not a bot or a chat. We're real, we're authentic, and we know our teas.

"We have a one-to-one relationship with all our hospitality and retail customers. We speak directly with the cafés and businesses we work with."

Samantha says that personalised relationship enables fast service, even from Tasmania.

"Although we're hand-making our products, we send orders out same or next day. Sometimes people on the mainland have a fear that us being in Tasmania means delivery will be slow, but it's truly not a problem. Our reviews speak volumes about our efficiency and speedy delivery times," she says.

Given Art of Tea has full control over its own packaging and blends, it is also able to customise its products for cafés to help ensure they further stand out from the crowd.

"We can custom blend a tea for a café and we can create custom labels," she says.

"For example, if we're partnered with Red Corner Café, we can package up the box so it has their label and branding on it, so they can retail it to their customers. It's still our tea and our brand, but it creates a new and unique retail proposition for the café.

"We have customers all over Australia who have been buying tea from us for more than 20 years. Because of that I am fully confident we are producing a high-end product that they love and delivering it to them reliably time and time again."

For more information, visit artoftea.com.au

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PakChain offers a range of packaging solutions, from paper cutlery to compostable cups. Image: PakChain.

Beyond the cup

As businesses across Australia continue to seek sustainable alternatives to plastic single-use items, PakChain is creating solutions for the country's café owners.

While many café owners spend time and energy ensuring they offer a sustainable takeaway-cup option, it can be easy to overlook the further opportunities to reduce their eco impact via other disposable essentials.

With a focus on innovation, functionality, and customer experience, PakChain's range of paper cutlery, corrugated clamshells, and lidded containers has been developed to set a new standard for quality and performance in the eco-friendly packaging space.

Wooden alternatives have long dominated the sustainable cutlery market, but according to PakChain Founder Paul Rayner the paper-based option is becoming increasingly popular. Although slightly more expensive than wooden versions, the paper option is garnering attention for its feel, aesthetic, and strength.

Knives out

Made from nine layers of compressed paper and coated with a compostable aqueous layer, PakChain's paper cutlery is designed for comfort and usability.

"The paper cutlery is smooth and affordable, whereas some wooden cutlery can be rough, splintery, and often comes with an unpleasant aftertaste," says Paul

"When customers hold our cutlery, they say they've never seen a product like it. Once they handle it, they're genuinely impressed with how good it looks and feels."

The paper cutlery is available in individual pieces – such as knives, forks, and spoons – or in complete cutlery sets with customisable options. Paul says the sets are popular in sectors such as airlines, which may require specific configurations like teaspoons or napkin inclusions, but can be tailored to meet clients' needs.

While uptake in cafés and fast casual dining has only recently gained momentum, the healthcare and corrective services industries have embraced the innovation.

"Hospitals and prisons are among our biggest customers," says Paul. "But there's definitely room to grow, especially in quick service restaurants (QSR). Wooden cutlery gets a lot of complaints and we think our product is a better alternative."

Sandos on the go

Ideal for takeaway sandwiches, toasties, and wraps, PakChain's corrugated clamshell boxes are made from high-GSM board and offer an oil-resistant solution.

"The paperboard we use is of the highest quality, and the products are leak-resistant at the base, making them ideal for juicy or oily foods," says Paul.

"The containers are especially popular for burgers, hot chips, and finger foods. The clamshells are great for cafés, takeaways, or what we call 'doggy bag' situations."

These clamshells have earned strong feedback for both product quality and service delivery, with repeat customers in foodservice praising their performance and affordability.

All PakChain's clamshells and trays are customisable with the option of adding logos and messaging, offering businesses an opportunity to maintain brand presence while making a sustainable choice.

All thrills no spills

Avoiding spills is always a priority in a café environment. PakChain's lids are designed to alleviate the risk of spillage and extra work. Made from bagasse (the fibrous byproduct of sugarcane processing), the brand's lidded containers are another compostable option for cafés trying to reduce their environmental impact.

The white base is compostable and sturdy, while the lid – made from clear PLA (polylactic acid) – is also compostable and designed for visibility and leak resistance.

These 12-ounce, rectangular containers are proving popular across airports and food retailers alike. They are also useful for cafés, where takeaway options have risen in popularity since the pandemic.

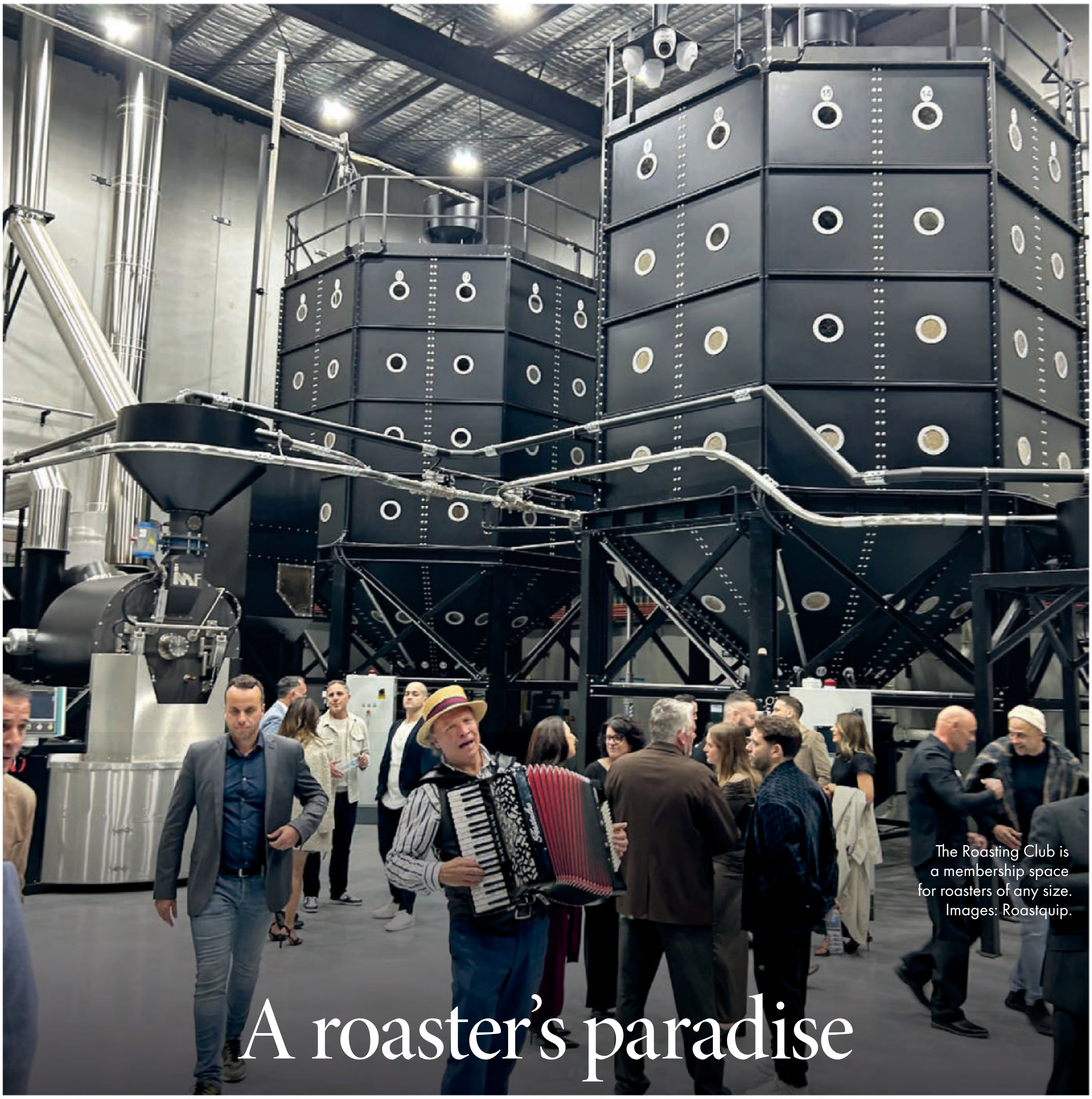
"They're great for salads and other display foods. The PLA lid is very clear, which also helps with presentation," says Paul.

"It's a single-use product, but it has a proper end-of-life as it's paper, compostable, and it works."

PakChain's philosophy focuses on delivering a product that's not only sustainable but also genuinely functional.

With options to brand, customise, and scale, PakChain is poised to continue expanding into new markets, including cafés, QSR, and event catering. From smooth, compostable cutlery to sturdy corrugated boxes and lidded containers, it creates products designed to help busy café environments thrive. ■

For more information, visit pakchain.com.au



The Roasting Club is a membership space for roasters of any size. Images: Roastquip.

A roaster's paradise

An "unrivalled" $25 million coffee roasting utopia has just opened in the Sydney suburb of Roselands. Fully equipped with IMF roasting equipment, it's been created for the region's coffee lovers and innovators.

Michael Rababi has been involved in almost all corners of Australia's coffee scene for decades. From equipment supply, rental, and servicing to coffee training, roasting, and retail, the Di Pacci Coffee Company Managing Director's expertise has aligned to create a new purpose-built communal roastery in southwest Sydney.

The Roasting Club, a five-storey facility in Roselands, covers every aspect of the coffee roasting process – and everything around it. From roasting classes and education to green-bean procurement and bookable office spaces, boardrooms, and cupping stations, it's designed to be a coffee-lover's paradise.

The Roasting Club has been designed to service a range of companies from boutique roasters to large organisations.

For a monthly fee, members can gain access to The Roasting Club's suite of roasting equipment and the amenities that, Michael says, set it apart from other roasteries in Australia.

"Starting from the basement, there's an underground carpark for up to 15 vehicles and rentable warehouse space for private storage. There's also pallet racking available," he says.

"Then you travel up to the ground floor, which has our IMF roasting equipment and 12-kilogram shop roaster.

"Level one contains a members' hot-desk office. We provide computers, printers, and internet so members can manage all their invoicing while they're at the facility. It also has a cupping lab, which has multiple sample roasters including a 300-gram IMF sample roaster, as well as Sanremo You and Slayer LP espresso machines, V60s, and grinders including a Ditting Lab Sweet and a Mahlkonig EK43.

"From there, you move onto the largest

Modbar setup in the world. We have a 14-group gold-plated La Marzocco Modbar on an Italian Calacatta bench with an eight-metre cupping table. That room has a full wet bar along with LED lighting and screens. It's perfect for presentations, impressing customers, hosting training sessions, and holding smack downs."

Continuing up through the building from the cupping and training facilities there are members' and events spaces.

"Level two has private offices and a big, beautiful boardroom that opens up onto a 70-person standing patio, which can all be booked," continues Michael. "Level three has a members' lounge that has a coffee machine, fully stocked bar, and a 10-metre LCD screen that can play presentations or host conferences.

"There's also a cantilever balcony that hangs out over the roastery with floor-to-ceiling glass. It's like you're in a capsule watching everything happen from upstairs. Finally, we also have a Skydeck with a great view of Sydney on the top floor."

Back on the ground floor, the roastery is fitted out with the latest IMF equipment. It took IMF technicians just eight weeks to complete installation and testing of all the equipment. IMF's Australasian agent Will Notaras from Roastquip oversaw the installation.

"It's the largest IMF roasting plant in the Southern Hemisphere. The installation went like clockwork," he says.

Sixty- and 240-kilogram roasters are complemented by a 48-tonne green bean silo and 24-tonne roasted coffee silos with a 300-kilogram blender and grinding station. Coupled with a pair of pre-made bag packaging machines and an integrated fully automatic system, coffee can travel from the start to the end of its roasting journey automatically with no human contact – all through IMF equipment. The facility has the capacity to roast up to 100 tonnes per week.

"We can pack and box more than 1000 kilograms of coffee per hour without touching anything. Any coffee we work with will automatically go into the blender, then the packaging machines. Once the recipe has been programmed, all the roaster operator needs to do is pack the coffee straight into the boxes," says Michael.

"The green bean silo can house up to 16 origins, so roasters can either come to the facility to purchase what we have available or they can bring their own beans and roast them themselves."

Why, then, did Michael and the team at The Roasting Club choose IMF over other roaster manufacturers to deliver this large-scale project?

"There were a lot of reasons we went with IMF. The small footprint of the equipment was a major factor," says Michael. "IMF's equipment is really neat and compact and was easy to install. It's a full turnkey solution with silos, blenders, and packaging machines that communicate to the coffee roaster.

"Its automated programmable logic controller (PLC) software is user friendly, and there is only a maximum variation of one degree Celsius along the roasting curve resulting in incredible consistency. The roaster operator can also roast in semi-auto or manual modes.

"We also chose IMF because of the quality construction, accurate temperature control, and the recirculating heat technology that saves gas. I also think it's the best-looking roasting equipment out there," says Michael.

When building The Roasting Club from the ground up, there was a clear focus from Michael and the team to create a space that is as energy efficient as possible. A key part of that focus led to the installation of a 100-kilowatt solar panel system on the roof, but it was also another major reason why he chose IMF.

"IMF's afterburner is integrated into the roaster, and by using recirculating heat technology to simultaneously heat the beans and incinerate the emissions using one burner it saves a minimum of 30 per cent in gas consumption. This not only drastically reduces greenhouse emissions entering into the atmosphere but also saves enormous amounts of money on gas," he says.

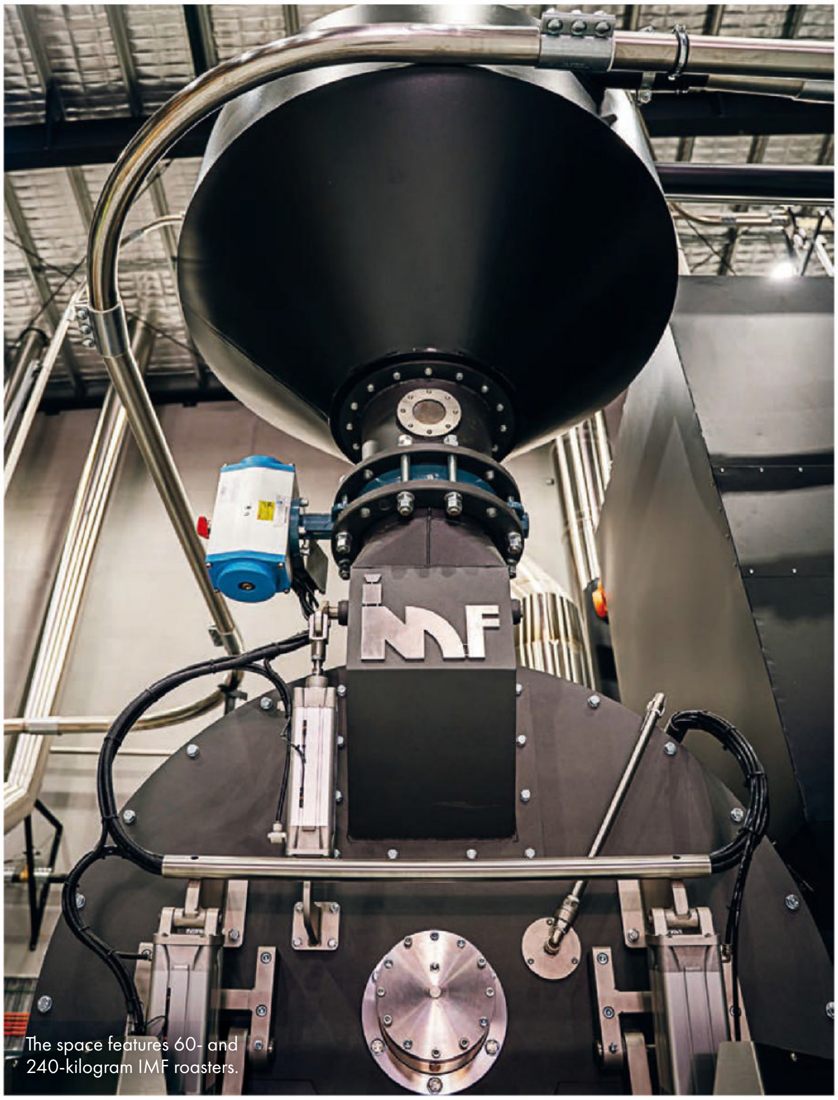
"Above all, I find with IMF roasters there is a cleaner, brighter taste to the coffee with a lot more flavour depth and clarity. There's no smokiness compared with other roasters I've used."

Access to The Roasting Club facility starts from $99 per month for individuals, with pricing scaled for small to medium businesses and larger enterprises. Michael says the final piece of the puzzle in creating this facility was to implement a price model that opens it up to Sydney's entire coffee community.

"I wanted to make it as accessible as possible for everyone and felt even a small roaster could afford $25 per week, even for a place where the green beans and bags storage are included," he says.

"It's a facility for the people of Sydney and surrounds who love coffee and want to work in the industry." ◘

For more information, visit **theroastingclub.com.au** or **roastquip.com.au**



The space features 60- and 240-kilogram IMF roasters.

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xbloom

The xBloom was built to target the automation of the perfect pourover. Image: CoffeeTools.

Recipe for success

How can roasters make sure cafés are getting the best out of their beans – time after time?

Nobody has more knowledge of the flavour profile of a coffee than the people who roast it. Once the beans make their way to a café counter or home kitchen though, the control over how the coffee is meant to be enjoyed risks being lost.

There are few methods better for experiencing every flavour note of a brew than the pourover, but variables like the person manually brewing it, the equipment used, or the recipe itself can create inconsistent experiences for the end consumer and see high-quality coffee not reach its full potential.

The evolution of pourover coffee, however, has not been left behind by the automatic coffee machine revolution. In fact, the xBloom Studio – a countertop automatic pourover machine – is giving roasters more control over how their beans are served than ever before, according to CoffeeTools Director Curtis Arnold.

"The best application for the xBloom is for a roaster to promote it to cafés that have really discerning customer bases, those who like the idea of light-roast single origins with lots of flavour notes which can really shine through in a manual pourover," he says.

"Creating a top quality pourover can be hard to do in a café setting though, especially if it's a busy venue or staff don't have the specific training to do it properly.

"This machine can do all of that, while giving the roaster full control of the variables since they can create and store the recipes. It allows the café to offer that premium pourover experience where the customer can truly appreciate the flavours of the coffee."

The xBloom Studio consists of three independent components: a water unit, which Curtis describes as like a kettle capable of delivering instant hot water, a standalone grinder that features 80 grind settings, and "super responsive" in-built scales.

Recipes can be created by the roaster or the end user and stored on the machine or its mobile app. These recipes cover variables such as pour pattern, water temperature, flow rate, and grind size.

"If you just take the recipe from the roaster, you can replicate it without needing any special knowledge or experience. It allows cafés and home brewers to connect with the roaster," says Curtis.

"It's a great tool to use when you're building and testing roast profiles, because it's just so consistent. You can put your basic recipe in and compare one cup to the next because all those variables are controlled.

"Cafés can then offer that experience to the customer, because this is the only brew method that really lets that roaster create the recipe and connect them to the consumer. It gets the consumer as close as possible to tasting the beans the way the roaster intended."

Curtis says the xBloom Studio is great for cafés or home brewers looking to up their pourover game as well as roasters looking to create stronger connections with the people who drink their coffee.

"The recommended retail is price $1099. You can't buy a grinder, water unit, and scales of this quality for that price, let alone all together with this amazing software, app, and everything else with it," says Curtis.

"I think that's one of the most incredible aspects of it – it's an attainable machine for the café that is looking to implement it, the end customer who absolutely loves it, and the roaster that is looking to supply and sell them to create that improved connection with their beans."

It's this blend of the experience of a pourover and the potential for greater connection with the coffee that, Curtis says, can help lift experiences across the coffee industry.

"It's very intuitive and easy to fine tune, so there's no real learning curve. It's a gateway into specialty coffee for the uninitiated, and it makes what can be an intimidating brew process incredibly accessible," he says.

"It creates an opportunity for people to have a higher standard of coffee experience. Continuing to raise that bar benefits everybody in the coffee industry."

For more information, visit coffeetools.au

Industry pressures have seen some roasters move away from free-on-loan models. Image: tong2530/stock.adobe.com.

Setting up shop

The way hospitality businesses fit out their venues with coffee-making equipment is changing, and service specialists such as Coffee Machine Technologies are stepping in to fill the gap.

Australia's coffee landscape is shifting. The recent high green-bean prices, rising rents, and general increase in costs has impacted businesses right across the supply chain, with roasters in particular feeling the hit over the past 12 months.

These challenges have seen some roasters change the way they do business. While for the past 20 years many cafés and hospitality venues secured coffee-making equipment through free-on-loan agreements with their coffee provider – in which equipment is loaned in exchange for a commitment to purchase a volume of beans over a specified period of time – industry pressures have seen many roasters move away from this model.

"Green bean, freight, and labour prices have all gone up and that's putting heavy pressure on coffee companies," says Carmelo Corallo, Coffee Machine Technologies (CMT) National Sales Manager.

"There's definitely been a shift from roasters away from the free-on-loan model. Back in the day, they would loan a café an espresso machine if it committed to 20 kilograms a week – now it would have to be 30 kilograms plus. Because coffee prices are so high their profit margins are much lower."

With more than 20 years' experience as equipment and service providers, CMT has supplied many of Australia's roasters with the espresso machines, grinders, milk steamers, and automatic tampers they have loaned out. However, as coffee companies tighten their belts, Carmelo says more café and hospitality customers are being passed directly to them.

"When the economy is good, roasters will put out machines because they can get return on investment. When things are tight, they slow it down and it's harder for them to sell machines," he says.

"Whereas for us, we are only in the business of supplying and servicing machines. It's in our nature. We're able to give them a range of options – whether it's buying, leasing, or financing equipment – and be on hand for any servicing or maintenance needs, while the roasters can focus on providing great coffee.

"This shift is actually a great thing for cafés, because it gives them more protection when they partner with CMT and the coffee roaster. CMT looks after the equipment independently and the roaster their beans. This three-way partnership ensures the café the utmost attention on growth and quality of equipment servicing and maintenance."

Where to start when kitting out a new venue

CMT works with a diverse range of businesses across Victoria and beyond that are looking to add a coffee offering to their venue, office, or retail setting. For those looking to establish a coffee-making setup, Carmelo suggests getting in touch as early as possible so the team can provide the best solution.

"If a new business reaches out to us, we'll try and work alongside their architects and shop fitters to make sure the space is set up for the most productive workflow. We'll not only share our recommendations for equipment to fit their needs but also on the placement to maximise efficiency and draw customers in," he says.

"If the new client has bought an existing venue, we don't need to be involved so early, but we can still advise on anything they need help with to make the coffee side of their business successful."

Choosing an espresso machine

Whether it's a café, hotel lounge, or office kitchen, the espresso machine is often the focal point of the bar. While in years gone by many venues prioritised style and spent tens of thousands of dollars to have the latest and best-looking model on their counter, Carmelo says the current climate means owners are looking for quality-yet-affordable options.

"A decade ago a $10,000 machine was expensive, but now that's middle to lower end of the market. Most people we work with are looking for entry- to mid-level machines as they no longer have huge budgets to play with," he says.

"However, the standard of an entry-level machine has improved greatly. It's now expected that these machines have all the tools needed to produce great coffee such as shot timers and volumetric dose programming."

From CMT's collection, Carmelo highlights the Brugnetti Viola Compact as a great, affordable espresso machine.

"The Viola is a real work horse. The compact two-group machine operates on just 10 amps and has its own water tank," he says.

"It's very popular with coffee carts and other mobile venues. We've also had great success with it in offices of around 20 to 30 people, who need a bit of a faster setup for the morning rush."

Its sister product, the Brugnetti Luna, has been another successful addition to the business' range. Designed to be a reliable option for a variety of venues and businesses including those in remote locations, the two-group machine with semi-automatic functions enables users to manually make coffee without the electronic touchpads if a problem occurs.

Also introduced as an advanced mid-level option this year is the Elektra Evok, which Carmelo says has been extremely popular with a wide range of hospitality venues.

"The Evok captures a very subtle entrance into automation. Only the key features essential to the barista employ automation and there's the option to add additional support depending on the business' needs," he says.

"At the same time, it still looks quite classic. It has wood-handled steam levers and portafilters, Teflon steam tips, and espresso-cup supports. It's not bulky like many of its competitors in the field either."

The F83 E Sense PRO is designed for larger venues getting through 40 to 70 kilograms of coffee per week. Image: CMT.

Adding the accessories

While the espresso machine is the main event, you can't make coffee without a few necessary additions. There are a multitude of grinders on the market with a huge variety of features, yet Carmelo rarely recommends anything other than Fiorenzato's Sense range for those looking for quality and value.

"In late 2023, we released the AllGround Sense commercial home grinder and the reaction since has been incredible. Throughout 2024, we couldn't keep up with the demand," he says.

"In January 2025, we launched the F64 EVO Sense PRO, an evolution of the XGi series. Because there are a lot of small- to medium-size venues in Australia, it has quickly become very popular.

"The final part of the trilogy is the F83 E Sense PRO, which is designed for larger venues getting through 40 to 70 kilograms per week. This new model has found the sweet spot. It offers speed, consistency, and reliability without breaking the bank."

Alongside the grinder, Carmelo recommends introducing an automatic tamper such as the Auto Press T100.

"Having a quality tamper that's reliable is hugely important to the workflow of a barista. Introducing automatic equipment like an Auto Press not only increases speed but also precision," he says.

"Workflow isn't the only benefit either. A great tamper will improve the consistency of the coffee and work alongside the other equipment to create the best possible cup."

Finally, for venues producing a high-volume of milk-based coffees, Carmelo suggests the addition of an automatic milk steamer, such as the Viper, which CMT developed in Australia to provide baristas with greater flexibility and output.

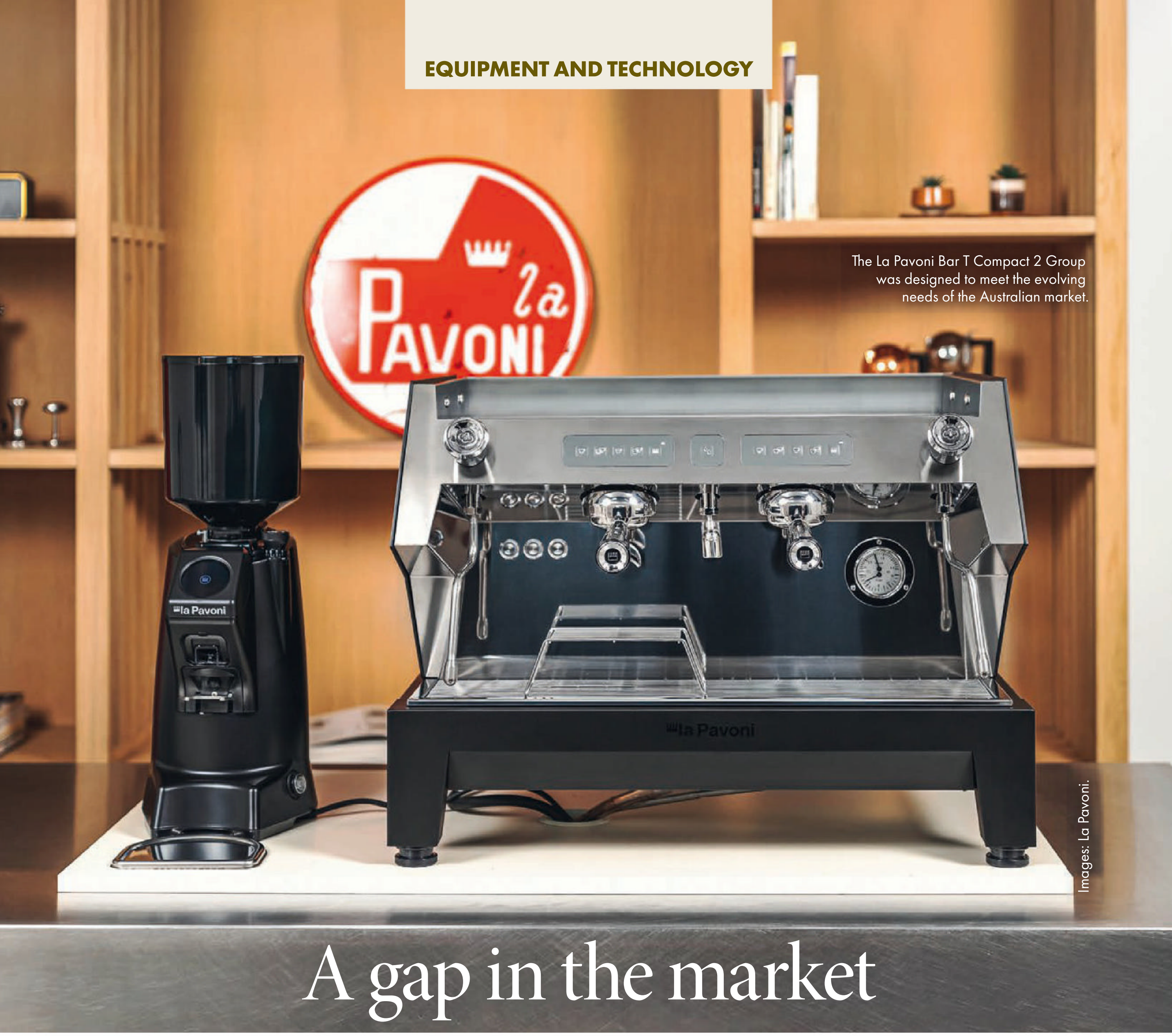
With its own dedicated under-bench boiler, the Viper delivers steamed milk on demand while also ensuring pressure isn't taken away from the espresso machine.

"It's designed for any business that demands the very best from its equipment and strives for success. The Viper milk steamer adds value to the coffee machine while saving businesses time and money," he says.

"We are in the business of providing solutions and like to think of ourselves as a one-stop shop. And that support doesn't stop once a venue has chosen its equipment: we're there for all their servicing and maintenance needs – we're a long-term partner for businesses that serve coffee."

For more information, visit coffeemachinetechnologies.com.au

ELEKTRA
EVOK
The Elektra Evok has proved hugely popular since CMT launched the two-group machine. Image: CMT.


The La Pavoni Bar T Compact 2 Group was designed to meet the evolving needs of the Australian market.

Images: La Pavoni.

A gap in the market

La Pavoni introduces its Bar T Compact 2 Group professional machine to the Australian market – where it's designed to fill a critical gap.

While perhaps most well-known for its range of iconic lever machines, La Pavoni has long been a player in the professional machine space.

In 1905, the Italian manufacturer made history with the release of the world's first espresso machine built for fast commercial service – the Ideale. Now, more than a century later, it is continuing its endeavour to meet the evolving demands of the commercial market with the release of its latest professional machine.

Whether it be small cafés, bars, or restaurants looking to up their coffee game, offices wanting to supply better brews for their employees, or the rise of versatile and movable café carts, there is a growing expectation that quickly delivered, high-quality coffee must be more accessible than ever before.

The La Pavoni Bar T Compact 2 Group, which was introduced to the Australian market in September 2025, has been designed to meet these evolving needs.

With raised group heads to cater to larger takeaway and reusable cups – up to 16 ounces – it's able to meet consumers' changing preference for more milk in their coffee. Yet, at 56 centimetres tall, 59.5 centimetres wide, and 56 centimetres deep, it has been constructed to fit into smaller service spaces where two-group machines may have previously been too bulky.

High legs and a stainless-steel finish are designed for easier cleaning, while taller group heights allow for a more efficient workflow for baristas by enabling them to begin preparing another espresso or steam milk while a first shot is being poured.

Head of La Pavoni Australia Leon Wolf says it's important for the historic machine manufacturer to create new ways of meeting the evolving demand of the global coffee market.

"The Bar T Compact 2 Group is a machine we see as able to thrive in environments such as aged-care facilities, small cafés, restaurants, and gelato bars that just don't have the space for a traditional full-size machine," says Leon.

"It has also been manufactured with the rising trend of coffee carts in mind. We're seeing them become more prevalent in places like worksites and events around Australia, and we know they want to be able to produce as much coffee as a standard professional machine with as few restrictions as possible. This machine gives them the ability to do that.

"We want to provide a machine that looks visually appealing, can produce high volumes of coffee, and is easy to clean. The Bar T Compact 2 Group fits that description."

Like all La Pavoni machines, the Bar T Compact 2 Group is handcrafted in Italy with quality components including copper boilers that retain and conduct heat better than other materials.

Leon says the brand's continued push to

Raised group heads cater to larger takeaway and reusable cups.

construct all its machines to a high standard of production means they will continue to perform long after they're first put to use.

"This is a compact machine that is going to stand the test of time," he says. "It's handmade in Italy with the quality and care people expect from La Pavoni. That handcrafted Italian engineering lies at the heart of every machine.

"It combines La Pavoni's heritage of precision with modern functionality via its consistent espresso extraction, powerful steam performance, and the durability expected in high-volume environments."

However, according to Leon, the true point of difference in the Bar T Compact 2 Group compared to other two-group machines is the power output required. He says ensuring the machine could be used in as many standard adapters as possible was of paramount importance when it was being designed.

"One of the real benefits of this machine is it only requires a 15-amp connection. It's an ideal plug and play machine that requires no added hardwiring. This is what truly sets it apart," he says.

"Many professional machines require a minimum of a 20-amp connection, whether that be single-phase or three-phase, but this machine removes the need for potentially costly electrical upgrades and enables businesses to get up and running with ease.

"It's still plumbed in the same way other machines are, but the beauty of this product is its versatility. Those who would normally only be able to consider a one-group machine because of space limitations can now consider a compact two-group that will enable them to put out a higher volume of coffee."

It's this versatility, according to Leon, that makes the Bar T Compact 2 Group primed to thrive in a range of different service settings.

"This machine has two groups, hot water, a pair of steam wands, and two baristas can run this unit if they need to produce higher volumes," he says.

"Whether you're opening a new café, upgrading your current setup, or looking for a flexible solution in a hotel, bar, or office, the La Pavoni Bar T Compact 2 Group offers the perfect balance of size, performance, and ease of use.

"With La Pavoni, the tradition of Italian espresso continues, now in a format that fits perfectly into today's fast-paced coffee culture."

The Bar T Compact 2 Group has joined La Pavoni's existing range of professional machines available in Australia, including the Diamante, Desiderio, and Geniale, as well as its range of professional grinders. □

For more information, visit au.lapavoni.com

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Precision-powered productivity

Why Allpress Espresso and Stitch Coffee recommend the Markibar Izaga W to their partners – and use it themselves.

The best testimony anyone can give when recommending a product is that they use it themselves. How can someone be persuaded to invest time and effort into something if their trusted advisor has adopted something different?

That's the approach Founder of Stitch Coffee and Ensemble of Coffee Research Education (ECRE) Nawar Adra has taken with the Markibar Izaga W grinder from Barista Group.

Supplying partners across Australia and Asia with a focus on the company's home Sydney market, Nawar says Stitch has found success with the gravimetric grinder.

"When we supply equipment to partners and through wholesale, I try to find technology that is here to stay for a long period of time and can really improve the efficiencies of a café," he says.

"We use the technology we supply to people. This is not just a grinder, it's something that's going to help you speed up the process of grinding and make your life a whole lot easier.

"It's super-fast, super accurate, and gives you flexibility. The serviceability is good, it grinds coffee really precisely, and it makes the coffee taste better."

Nawar believes the Izaga W can fit the needs of customers who prioritise the look and feel of the machinery, but also those who place a greater focus on function.

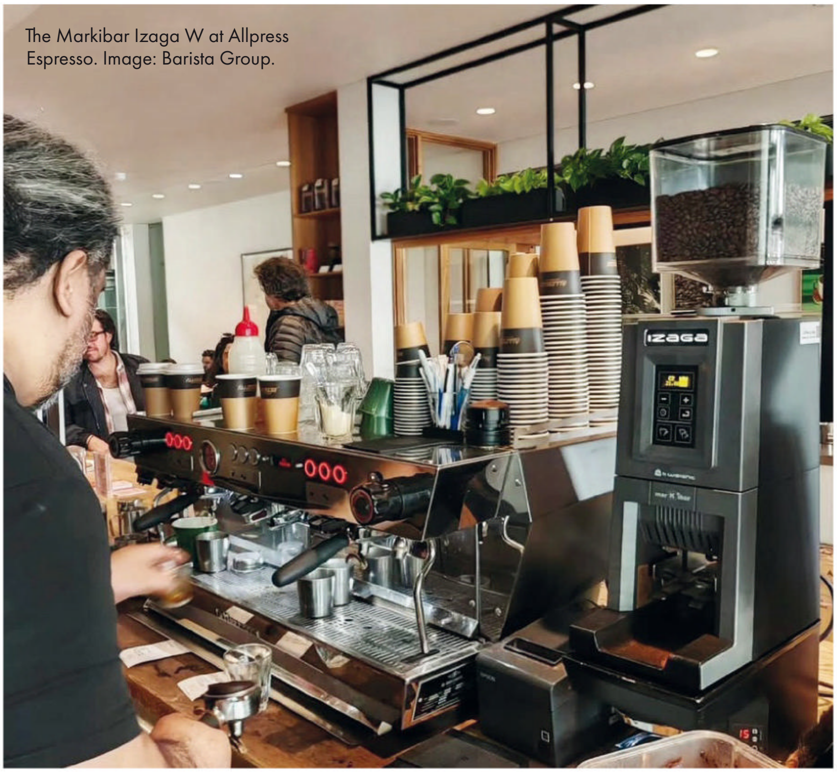
"We find you tend to have two types of customers. Ones that want a grinder that looks good, and ones that really care about its impact on flavour. This grinder meets those customers in the middle," he says.

"It's an aesthetically pleasing grinder that is super easy to use, uncomplicated, and simple to work with. You can grind On Demand, or you can use the Instant Dose chamber. It's not a one-way street – there are multiple ways to use it depending on how busy you are, and you will still get the same result.

"When a café is looking for speed and consistency I will give them this option, but I will also give it to people who are looking for a bit more body and sweetness in the coffee as a result of the grind – and they're two of the most important factors to consider."

Stitch is far from the only roaster and equipment supplier that uses the Markibar Izaga W. Technical Team Manager at Allpress Espresso Sergio Gironda turned to the grinder as part of the roaster's changing approach to equipment when he joined the business three years ago.

"When I started at Allpress it was really looking to branch out and pick up its game with equipment in regard to consistency and automation," says Sergio.



The Markibar Izaga W at Allpress Espresso. Image: Barista Group.

> "This is not just a grinder, it's something that's going to help you speed up the process of grinding and make your life a whole lot easier."
>
> **Nawar Adra**
> FOUNDER, STITCH COFFEE/ECRE

"I heard on the street there was a new gravimetric machine that was worth looking at. We brought one in to test in our café, and it was a no-brainer to move towards this piece of machinery because it takes all the guesswork out of grinding."

He says cafés that have slightly shifted their workflow around the new grinder have seen huge gains in productivity because of the Instant Dose function.

"You can't load up three handles at once because you're going to be waiting, but if you're working handle by handle it will absolutely keep up with you," he says.

"We've got cafés running nearly 90 kilograms of coffee per week on just one of these grinders. All they had to do was change their workflow a fraction and they've improved their volume dramatically.

"It can always be working in the background. It's working when you're doing other things, and it will always have a shot ready for you. It's a simple machine built without any frills so it's easy to maintain, and all the sensitive components are protected so baristas can't accidentally break it."

Sergio says the Izaga W also helps reduce coffee waste.

"The flat burrs keep the particle size distribution nice and tight, which helps prevent that muddy flavour in the coffee. You avoid channelling and there's a lot less waste on the bench because there isn't a static issue that makes coffee fly everywhere," he says.

"Not only is it saving time with the grind but it's also saving you money with less coffee wasted between shots.

"Instant Dose allows you to stay ready to brew in peak periods, but you can switch to On Demand for slower periods so the coffee doesn't sit there and go stale. It's so versatile."

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Spray it, don't say it

Flavoured coffee has been steadily rising in popularity since the turn of the century. Heat and Control reveals how automating the flavouring process can save time and money on labour and product wastage.

Spray Dynamics' coating systems can apply flavouring to whole or ground coffee products. Image: Heat and Control.

Coffee is no longer restricted to the world of the humble latte, long black, or espresso. Growing demand for different milks, flavours, and signature drinks is driving significant change in the industry, and it's up to coffee companies to keep up with these changing preferences.

For more than 75 years, Heat and Control has worked in the food-processing innovation space, aiming to advance efficiency, quality, and sustainability. Today, the company supplies processing, packaging, and inspection solutions to food manufacturers worldwide, offering a broad portfolio that helps processors optimise operations and bring their best products to market.

Within its family of brands, Spray Dynamics specialises in coating and seasoning applications. Experienced in adapting solutions for new industry segments, its coating systems are used in a range of sectors. This includes coffee applications, designed to help processors meet growing demand for flavoured coffee products.

Developed to coat whole or ground beans, the equipment applies a glycol- or alcohol-based flavouring that evaporates, leaving consistent flavour without clumping or oiliness.

The single-stage drum-based coating system is engineered for continuous production and can coat up to 5400 kilograms of product per hour, while the batch system is geared towards small- and medium-size businesses. With a batch capacity of 15 kilograms, its maximum throughput is 1700 kilograms per hour – it also provides quick changeover for lower production rates of less common flavours.

Tim Nanney, Heat and Control Technical Sales Manager – Spray Dynamics Products, says the rise of flavoured coffee around the world has accelerated over the past two decades.

"There's always been growth in Heat and Control in servicing the flavoured coffee space," says Tim. "We've seen huge demand for flavoured coffee in different markets. It started with flavours such as vanilla and hazelnut, and moved into things like raspberry and caramel.

"We've been in the coffee space since 1995. Initially we only offered the continuous coating system, but now we also have the batch system, which is better suited to those wanting to run different flavours or smaller batches."

While automation is a key element of the modern food-processing industry, Tim says the application of a Spray Dynamics flavouring system can save the manual labour of up to six people and reduce product waste.

"It's definitely a labour saver. If you're in a truly manual process you'd be looking at four to six people just to do this function," he says. "Most people also automate how they get the coffee into the hopper, so they'll usually have some sort of conveyor or pneumatic transfer.

"I remember calling in on a coffee company experiencing significant growth in their flavoured coffee business. After observing their method of manually blending the numerous flavours, I knew we could offer a solution to greatly improve the process.

"They had big plastic barrels with more than 60 flavours, and the way they were mixing it there was so much wastage of the base product and the liquid. Our systems simplify the whole process, whether it's continuous or batch. The recipes are controlled, it's an incredibly efficient method for coating coffee, and it limits labour need and product loss."

As with all its food-processing solutions, Tim says the highest priority has been placed on hygiene and safety in line with product efficiency. Those who choose Spray Dynamics for their coffee flavouring process will not be left to figure out the system on their own.

"As with everything Heat and Control builds, we know where our equipment is going – it's going to food production, so we maintain incredibly high hygiene standards in everything we build and ensure they're very easy to clean," he says.

"There are also a lot of safety sensors in the unit. Although we initially launched these products years ago, we are continually assessing how we can improve them to make them better and safer."

With a focus on integrated solutions designed specifically for coffee business, Heat and Control's mission is to help its customers bring their best coffee products to market.

In addition to its Brisbane manufacturing facility, the privately owned company has a further 12 manufacturing facilities, 13 test centres, and more than 30 offices globally.

For more information, visit heatandcontrol.com

The Franke A600 coffee machine aims to add calm to the morning coffee rush. Images: Franke.

Embracing automation momentum

Swiss machine manufacturer Franke is at the forefront of the coffee automation game. Its team reveal why automatic coffee machines are the next step for increased efficiency and quality.

As Australia's coffee culture continues to evolve, so too does the technology on the counter. While traditional espresso machines still dominate the aesthetic and experience of most cafés and hospitality venues, the shift towards automation is steadily gaining momentum.

At the forefront of this transformation is Franke, a leader in fully automatic coffee solutions. With a commitment to quality, consistency, and innovation, the manufacturer is on a mission to bridge the gap between artisanal coffee expectations and the practical needs of modern food and drink settings.

David Downing, Business Development Director of Franke Oceania, says automation is already here – even if it's not immediately obvious.

"Complete 'push-button' automation is not yet widely embraced in Australia's café scene," says David. "But automation in a broader sense is already deeply embedded and is becoming increasingly accepted in the Oceania region."

Tools such as intelligent grinders, automatic tampers, and milk texturing systems are all forms of automated technology that are already playing an essential role behind the bar in venues across the country. They are also tools that are embedded within Franke's machines to deliver efficiency, consistency and labour management.

According to David, this technology reaps benefits for venues where coffee is a vital part of a broader offering – such as hotels and restaurants – which are becoming an increasingly influential part of Australia's coffee sector.

For the team at Song Kitchen within Song Hotel in Sydney, a Franke fully automated coffee machine has become the linchpin of the venue's morning rush. Breakfast is included with every room booking, therefore about 300 guests expect a great cup of coffee each morning.

To meet the high demand for quality and efficiency, the hotel recently invested in a Franke A600 coffee machine, which was supplied by equipment specialist Coffee Works Express (CWE). Maciej Rabenda, Food and Beverage Manager at Song Hotel, shares how the installation was seamless thanks to CWE's helpful team, making the upgrade a smooth and valuable addition to the guest experience.

"Coffee is super important in the morning. We needed a machine that was efficient, automated, and something we don't have to worry too much about," says Maciej.

"The Franke A600 has proven to be exactly that. It performs well around the clock, produces good quality coffee and, most importantly, is easy to use."

The long-standing collaboration between CWE and Franke, according to David, is a testament to the strength of their business relationship and the deep bond they've built with Liesel and Fabio Cordovado, along with the entire team at CWE.

"Recently, I had the pleasure of presenting an award to Fabio Cordovado in recognition of CWE's outstanding achievement of third place in highest turnover across the APAC region for 2024," he says.

"It is an amazing accomplishment that reflects their hard work, dedication, and unwavering commitment to excellence."

The range for speed and quality

Like the A Line machines, Franke's Mytico range has been developed with a sharp focus on addressing the real challenges faced by hospitality operators today, such as rising operational costs, high staff turnover, fluctuating coffee prices, and inconsistency in beverage quality.

"By integrating true and trusted automation while combining all key café functionalities into a streamlined platform, the Mytico range delivers consistent quality and performance while simplifying operations," says David.

Developed with cafés in mind, the Mytico range is designed to reflect the best of both worlds: the aesthetic of a traditional machine and the reliability of cutting-edge automation.

To achieve this, the team at Franke work closely with Italian espresso machine manufacturer Dalla Corte to ensure their machines deliver not only speed and ease but also maintain barista-level quality.

"This collaboration allows Franke to deliver a truly forward-thinking solution – designed to meet the ever-evolving needs of roasters and the high demands of café operators in an increasingly competitive and uncertain financial climate," says David. "We strive not just to follow trends but also to set them."

Franke's approach to innovation, according to David, is a reflection of the company's culture – one that is often first to market with new technologies, driven by a commitment to listening and responding to the needs of its customers.

Precision and reliability

One conversation Franke has tuned into is consistency – a non-negotiable for many modern café operations. By listening to client feedback and analysing café challenges, the company has engineered its machines to deliver a reliable and consistent product that it says is trusted across multiple locations, users, and beverage types.

Franke has implemented technologies designed to remove guesswork from the brewing process. With developments in the Mytico range such as iQFlow for adaptive extraction, FoamMaster for consistent milk foam, and CleanMaster for automated hygiene, its machines allow for a more streamlined system in a busy environment.

"Digital interfaces and QR code brewing further reduce user error, enabling fast, barista-quality results every time," David says.

"For milk texturing, sensors and programmable frothing profiles ensure every cappuccino and flat white delivers the same mouthfeel and temperature – whether it's dairy, soy, or oat milk.

"Integrated refrigeration keeps milk at optimal temperatures, while dual bean hoppers and adjustable grinders provide flexibility without sacrificing freshness or flavour."

As well as milk foam and automated hygiene, water temperature is another crucial element in espresso brewing. Franke's automated machines are controlled via PID systems and high-efficiency thermoblocks.

"These systems ensure the water temperature stays within the ideal range regardless of usage volume or environment. It's another layer that the machine takes care of for you," says David.

Hospitality venues often face challenges such as variable water quality and bean freshness, both of which can significantly affect taste. David says Franke addresses these issues head-on.

> "Franke solutions are designed to meet the ever-evolving needs of roasters and the high demands of café operators in an increasingly competitive and uncertain financial climate … We strive not just to follow trends but to set them."
>
> **David Downing**
> BUSINESS DEVELOPMENT DIRECTOR,
> FRANKE OCEANIA

Its machines aim to support tailored water filtration systems and offer dynamic brewing adjustments based on local water hardness. Functions such as iQFlow adapt to changes in both bean and water condition, making real-time brewing adjustments to preserve taste and aroma.

"By combining precise water control, adaptive brewing, fresh grinding, and intelligent maintenance, Franke machines overcome common quality challenges," says David.

While the advancements of AI are yet to fully make their way into the everyday operations of cafés and hospitality venues, Franke already embraces systems that feature advanced optimisation and remote diagnostic capabilities.

Its telemetry system allows operators to remotely monitor and adjust drink profiles across a fleet of machines.

"From grinders to boilers, every component is trackable and manageable in real time, ensuring consistency and minimising downtime," says David.

"Beverage optimisation is monitored 24/7 and can be fine-tuned remotely at any time."

Smarter buying practices

For hospitality venue operators considering an upgrade to their coffee bar experience, David has some valuable advice: avoid the lure of low online prices or flashy features alone.

"Never purchase coffee equipment online, whether new or second-hand, without first requesting a live demonstration," he says. "If a deal looks too good to be true, it probably is."

More importantly, buyers often overlook the significance of after-sales support. Franke recommends ensuring all service technicians are trained and certified by the manufacturer and warns against using unapproved parts or cleaning products that can void warranties or damage machines.

"Your equipment is a serious investment and you can protect it by making informed, careful decisions throughout the buying and servicing process," he says.

With a portfolio of machines engineered for precision, consistency, and reliability, Franke is aiming to redefine what automation can mean for cafés and hospitality venues.

As outlined by David, it's no longer about replacing the barista, it's about empowering operators to deliver consistently exceptional coffee, regardless of location, staffing, or volume.

For more information, visit franke.com and coffeeworksexpress.com.au

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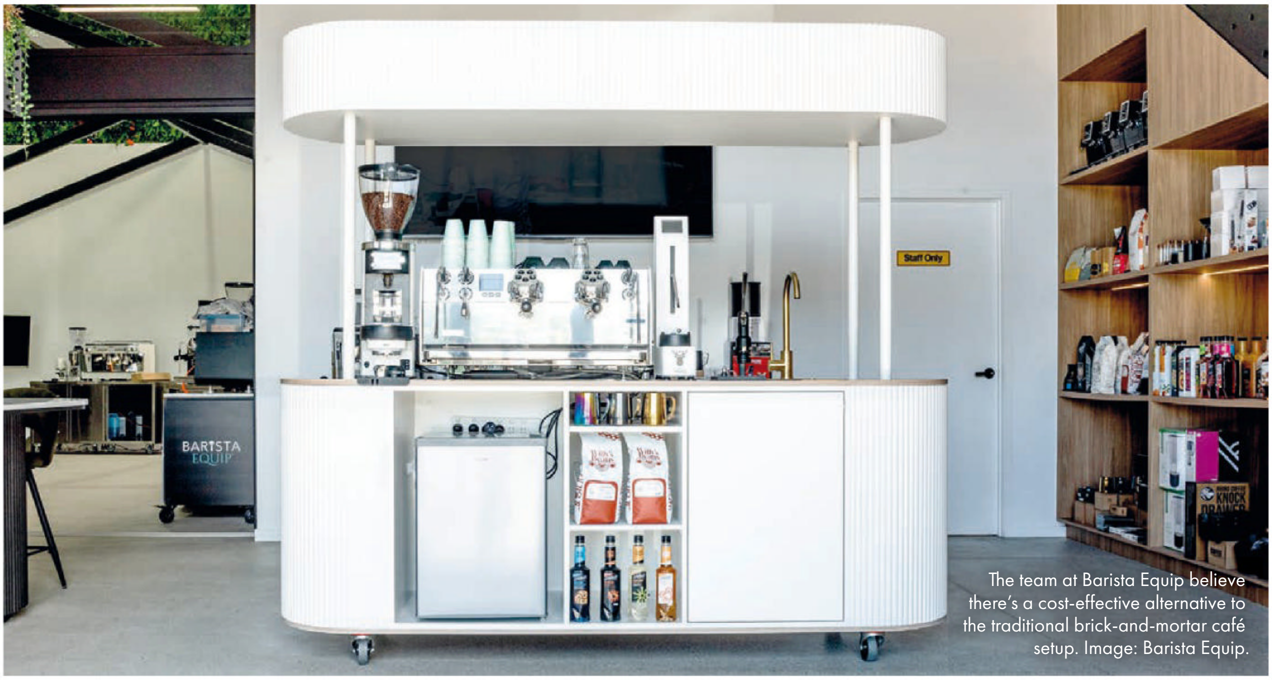
State of the cart

With operational costs showing no signs of receding, could the next generation of coffee shops be less brick-and-mortar and more mobile?



The team at Barista Equip believe there's a cost-effective alternative to the traditional brick-and-mortar café setup. Image: Barista Equip.

It's estimated opening a café in Australia now costs between $50,000 and $500,000, with the huge variation down to multiple factors such as size of venue, location, anticipated traffic, and renovations required.

With profit margins slimmer than ever for many in the industry, taking on this initial outlay could take years to offset.

The latest benchmark data from the Australian Taxation Office, which is based on statistics from 2022/23, suggests coffee shops with a turnover of between $65,000 and $250,000 per year can expect to make about 20 per cent profit. If a small coffee shop turned over $100,000 per year and cost $70,000 to setup, the owner could expect to offset the initial expense in about three and a half years. That's a long time not to be feeding any profit back into the business.

While these statistics may be disheartening to those with dreams of opening their own venue, the team at coffee equipment specialist Barista Equip believe there's a cost-effective alternative to the traditional brick-and-mortar setup.

"Luxury coffee carts are a cheap and easy way to start a coffee business," says Barista Equip Founder Brett Bolwell.

"Given the current costs of running a café and the significant initial outlay, the point of entry is becoming increasingly higher and therefore pricing a lot of people out of the market. The most basic café fit out might cost $50,000, but a cart with all the equipment needed to craft coffee can be as little as $20,000."

According to Brett, these carts have become popular in the United States (US), where similar pressures have made establishing a permanent coffee business increasingly difficult. Fixed on wheels, the semi-mobile cafés can be moved around venues for different purposes or completely relocated.

"These luxury carts are everywhere in the US," he says. "From shopping malls to gyms to outdoor sports grounds, they're popping up on every corner.

"Their popularity makes sense. As an entry business, you know your rent would be nothing – or next to nothing – and you're not locked into a lengthy lease. Staff costs are low as you might have one or possibly two baristas, and if foot-traffic falls the cart can be moved to new locations depending on the season."

Seeing the success of the setups in the States, Barista Equip has collaborated with a local Queensland business to provide flat-pack carts in a range of sleek designs. The compact coffee shops can be customised to reflect a business' branding and adapted in size and add-ons – such as awnings – to fit its purpose.

"In Australia, I can see these being really popular at outdoor venues like surf clubs, footy fields, and parks, as well as in tourist buildings, retail spaces, and universities that don't have a permanent café space," says Brett.

"They really can be placed almost anywhere. They don't need to be connected to water as we can include an inbuilt water system for both the espresso machine and sink. They do require power, but in cases where there's no access a silent generator can be introduced. We can even run a battery version when the power needs aren't substantial."

For someone starting out with their first cart, Brett suggests using a single-group or small two-group espresso machine alongside a compact grinder and a PUQ Press. Along with other essentials such as a fridge, sink, and rinsers, he says the whole operation could come in at under $20,000 – a much less daunting proposition.

And it's not only the coffee industry in which Barista Equip sees great opportunity for these custom carts.

"We start with a base design, but the possibilities are endless. You could install a pizza oven, freezer components for gelato, or even blenders for protein shakes," says Brett.

"I think there's huge opportunity here for niche setups such as specialised matcha, cold brew, or signature drinks bars. Given the continued rise of cold coffee beverages, the carts are a great chance to try out something quite different to what everyone else is doing without making a huge financial commitment." ◘

For more information, visit baristaequip.com.au

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IMA Coffee Hub will showcase its latest roasting solutions at Host Milano, such as the CE1 paper hard-pod packaging system. Image: IMA.

The evolution of coffee processing

At Host Milano in October, IMA Coffee Hub will reveal its new roasting coffee production solutions designed to meet the evolving needs of the coffee industry.

From small-scale operations to international organisations serving multiple markets, roasters of all sizes are prioritising sustainability when planning the future of their businesses. Consumers are calling for products with eco credentials, not just packaging but the whole lifecycle from farm to cup.

Complete coffee production solutions provider IMA Coffee Hub aims to be at the forefront of this sustainable transformation, developing roasting and packaging equipment designed to boost efficiency and digital optimisation without compromising quality.

"Today, quality, sustainability, and traceability are no longer optional – they are foundational pillars of modern coffee production," says Nicola Panzani, CEO of IMA Petroncini and Commercial Director of IMA Coffee Hub.

"Digitalisation enables data-driven efficiency, while eco-design and sustainable packaging drive long-term value. At IMA Coffee Hub, we support producers of all sizes with flexible, future-ready technologies."

From 17 to 21 October 2025, IMA Coffee Hub will be showcasing a selection of its sustainable solutions at Host Milano. The biennial tradeshow sees the coffee world come together in Italy to share the latest innovations and ideas.

"From energy-saving roasting to precision grinding and sustainable packaging, every technology on display at Host reflects IMA's commitment to environmental stewardship, digital transformation, and production excellence," says Nicola.

The team share some of the highlights that will be on display at their stand this year.

TTR25 EVO

The new TTR25 EVO roaster features a hot-air recirculation system and has been designed to maximise thermal efficiency and minimise energy consumption. Built with insulation materials and strategically channelled airflow for uniform heat distribution, the roaster has been developed to streamline maintenance and deliver a longer lifecycle.

XTREME GRIND

This three-stage industrial coffee grinder was developed by IMA to deliver granulometric productivity and long-term consistency. The modular multistage roller grinder is designed to meet the needs of high-volume coffee producers that prioritise precision and scalability.

CE1

Designed to combine high output with a space-saving footprint, the CE1 is IMA's latest solution for paper hard-pod packaging. The machine has been engineered to deliver performance and sustainability, with a production capacity of up to 450 pods per minute. With the ability to handle compostable filter paper and sustainable packaging materials, Nicola says the CE1 represents a new standard in eco-friendly, high-speed pod production.

CA3

For coffee companies producing both soft and hard paper-pods, IMA has created the CA3 for high-volume production. The machine can accommodate different pod formats and materials for the outer envelope, enabling a smooth transition in the evolving market.

TWINPRO

Developed in collaboration with IMA Open Lab, TWINPRO is IMA's all-in-one grinding and packaging system for small-scale capsule production, and research and development projects. The setup enables users to test the optimal product brew, capsule configuration, and material compatibility by offering manual micrometric adjustments of granulometry as well as straightforward changeovers of capsule formats and materials.

IMA End of Line Hub

At Host Milano, attendees will also be able to witness the range of technologies available from IMA's End of Line Hub. The collection includes systems for manipulation, cartoning, overwrapping, case packing, stretch banding, shrink wrapping, palletising, depalletising, and labelling – all designed to deliver seamless integration of the production process.

IMA Sentinel

Combining real-time monitoring, predictive maintenance, and AI analytics, this digital platform is designed to elevate coffee production systems. The program processes machine data to deliver actionable insights into increasing efficiency and sustainability.

All these innovations will be on display at IMA Coffee Hub's booth at Host Milano in Hall 18, with live demonstrations of the TTR25 EVO, XTREME GRIND, CE1, CA3, and TWINPRO machines. ◘

For more information, visit ima.it/coffee

The shifting coffee landscape

Australia's coffee culture is changing, not in its pursuit of quality but in where and how that quality is delivered. Franke's Oceania team discuss the shifting landscape and how businesses can adapt.

DETAILS
MATTER
When tradition meets
contemporary

Franke Oceania team members Hamish McKinstry (left) and Dubravko Palinic (right).

Australia has long been known as a global trendsetter in coffee culture. From the vibrant café scene in Melbourne's laneways to Sydney's artisan cafés, the country has cultivated a reputation for quality and innovation.

Over the past few years, however, the nature of the coffee scene has evolved rapidly. Once confined to boutique cafés and specialty roasteries, quality coffee is now being embraced across a more diverse range of venues – from hotels, restaurants, and bars to convenience stores and self-service chains.

Behind this change is a blend of consumer demand and the rise of automated technology, which has opened the door for venues of all sizes to offer great coffee without the need for highly trained baristas.

Swiss machine manufacturer Franke offers automated and semi-automated coffee solutions that aim to help both seasoned roasters and new entrants to the coffee space meet Australia's continuously evolving coffee expectations.

According to Hamish McKinstry, Franke Business Development Manager Oceania, the shift towards broader coffee accessibility is unmistakable.

"We're seeing a lot of interest in coffee outside of the café space, whether that be in offices, restaurants and bars, or coffee carts," he says.

Hamish believes this change isn't just about consumer convenience but is also a strategic response from coffee roasters to navigate rising green-coffee prices and increased competition. With traditional café markets reaching saturation, roasters are actively seeking growth in non-traditional environments.

"The corporate market has huge potential, particularly for specialty roasters," he says. "Offices are looking to elevate their coffee offering with high-street brands and quality as a value-add for their staff."

According to Hamish, the common thread across all these new coffee venues is the need for consistency, simplicity, and quality attributes that fully automatic and semi-automatic coffee machines are uniquely positioned to deliver. Franke's equipment, especially its fully automatic systems, offers what he calls "best in class in-cup quality combined with a very user-friendly interface and daily operation".

"Current consumption trends reveal Australian consumers' desire for accessibility and value, without sacrificing quality. A challenging ask in today's environment is one that Franke is aiming to be on the forefront of delivering through its leading technology and in-depth understanding of the Australian coffee culture," he says.

"Customisation continues to grow, especially with the younger generations. Alternative milks are on track to reach 30 per cent of all coffees sold in Australia by 2030. We're also seeing an immense increase in cold coffee beverages such as iced lattes, iced long blacks and cold brew, as well as milk-based coffee substitutes like matcha lattes."

In response to consumer trends, Franke has developed technology to cater to these needs, including cross-contamination free milk dispensing which enables multiple milk options to be delivered through the one machine.

Simplifying operations

One of the people behind Franke's push into automation is Dubravko Palinic, the company's Oceania Technical Manager. He explains how the adoption of smart technology is reshaping the landscape for both coffee professionals and new entrants.

"Among the many automated features, the most useful are the cleaning functions," says Dubravko.

"These functions simplify the tedious task of machine maintenance, allowing components to remain in place while cleaning products are automatically dosed at specific intervals."

This automation is designed not only to improve hygiene and ease of use but also save time and labour, allowing business owners to focus on service rather than technical upkeep.

While automatic functions such as these often focus on streamlining workflow, Dubravko stresses that automation doesn't mean oversimplification. For technicians working in the sector, as well as users, he believes understanding how components such as valves and pumps work still matters.

"Some systems are completely plug and play, others take a little more adjusting to get the absolute best out of them. In saying that, a solid understanding and passion for coffee is a prerequisite," he says.

"Understanding coffee, the machines, and being able to fix them is essential, a little bit of passion goes a long way."

He points out one of the biggest technical challenges isn't the complexity of the machines – it's the lack of passionate, well-trained technicians.

"There seems to be a scarcity of passionate technicians out there who really love what they do," says Dubravko.

"Coming from an industrial electrical background I'd like to think that I have a very high standard when it comes to my work, which also comes with passion and motivation to do the best I can. I hope the passion I have for my work, machinery, and coffee rubs off on those I train, meet, and interact with."

In line with this, Franke places a strong emphasis on training, both at its Swiss headquarters and through local partnerships.

Growing coffee ecosystem

At the helm of the Franke operation in Oceania is David Downing, who has been part of the Franke team for 17 years. His work in the coffee industry, however, spans more than two decades and his passion for coffee remains "as strong as ever".

"My long tenure with Franke is a testament to my belief in the strength of Franke Coffee Systems – not only in its cutting-edge technology but, more importantly, in its people," he says.

David's background in technical service drives his focus on maintaining exceptional after-sales support. He emphasises this level of service is made possible by the certified training Franke provides to their national, state, and local service partners.

David Downing at Franke Coffee Systems' Sydney office. Images: Franke.

"Without this foundation, our ability to uphold our commitments would be meaningless," he says.

"Given Australia's vast size, challenges in support are inevitable, which is why Franke is continuously growing this service network to ensure dependable assistance no matter where customers are located."

According to David, purchasing the right coffee machine is only the start.

"Having the right support behind it makes all the difference," he says.

He advises buyers take the time to thoroughly research their equipment choices to avoid wasted money, poor performance, and frustrating user experiences.

"This is the first and most important action," he says.

Franke Coffee Systems Oceania is backed by a team that collectively holds more than 70 years of experience in the coffee industry. David sums up their dedication through their commitment to delivering the best service possible.

"We're not just committed, we're ethically driven, with deep local knowledge backed by global expertise," he says. "When it comes to supporting our customers, we go above and beyond, because we are Franke."

For more information, visit **coffee.franke.com**

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Grounds for change

Working alongside Australia and New Zealand's roasters for more than 15 years, ADM Packaging Automation reveals how its pouch fillers are helping coffee companies pivot to the shifting demands of consumers.

The way coffee drinkers are consuming their morning cup is changing, with many choosing to prepare espresso-style coffee at home. As the domestic machine market has accelerated, new value-aligned bean-to-cup models are being released that don't include a grinder and therefore require pre-ground coffee.

This shift has resulted in a rise in demand for retail ground coffee in place of whole beans, which has seen some roasters pivot their offerings. Providing packaging machines to the food and coffee industries for almost three decades, the team at ADM Packaging Automation quickly realised their clients across Australia and New Zealand needed a tailored and flexible solution for this new era of coffee consumption.

"When we built our first coffee-pouch filling machines, the industry was all about whole bean as that was how roasters packaged their products," says George Fakhry, Director of ADM Packaging Automation.

"Our product innovation always comes directly from our customers. Many roasters had come to us saying they needed a machine that could easily pack both whole and ground coffee, so we developed a flexible option that could not only do that but also handle a range of different pack styles and weights."

Designed and manufactured in Australia, the ADM-DP312 Combo fully automates the packaging line. It can bag both whole and ground coffee, and a trained operator can switch both the format and bag size in 15 minutes – meaning roasters don't need to buy separate packaging machines for each product and take up precious floor space.

The machine can also process six different bag types, including pillow, doy, block bottom, quad seal, retort, and flat pouch, as well as bag sizes from 250 grams up to two kilograms. These functionalities are designed to give roasters maximum flexibility, especially businesses that process beans for multiple coffee brands.

"This is the bean-to-cup model of packaging machines – it performs every step of the process. It accurately weighs and doses the coffee, opens and fills the bag, and then precisely seals it for optimum freshness. It's hugely versatile and caters to a wide range of roasters' needs," says George.

"No other company in Australia offers anything like the ADM-DP312 Combo. The machine is dedicated to both formats and an experienced operator can cover a basic bag change in five minutes."

While this model processes up to 14 bags per minute, George and the ADM team are working on a soon-to-be-released Twin version that will double the output speed.

"The new ADM-DPT31 Twin will be a great partner product alongside the original for bigger roasteries producing a large volume of coffee. The Twin will pack either whole beans or ground coffee, but together they will be a dynamic duo," he says.

When a client approaches ADM, the team of packaging-machine specialists work closely alongside the roaster to tailor the solution to best fit their production space.

"There are a few different ways we can configure the machine and we've been able to squeeze it into some surprisingly small areas," says George.

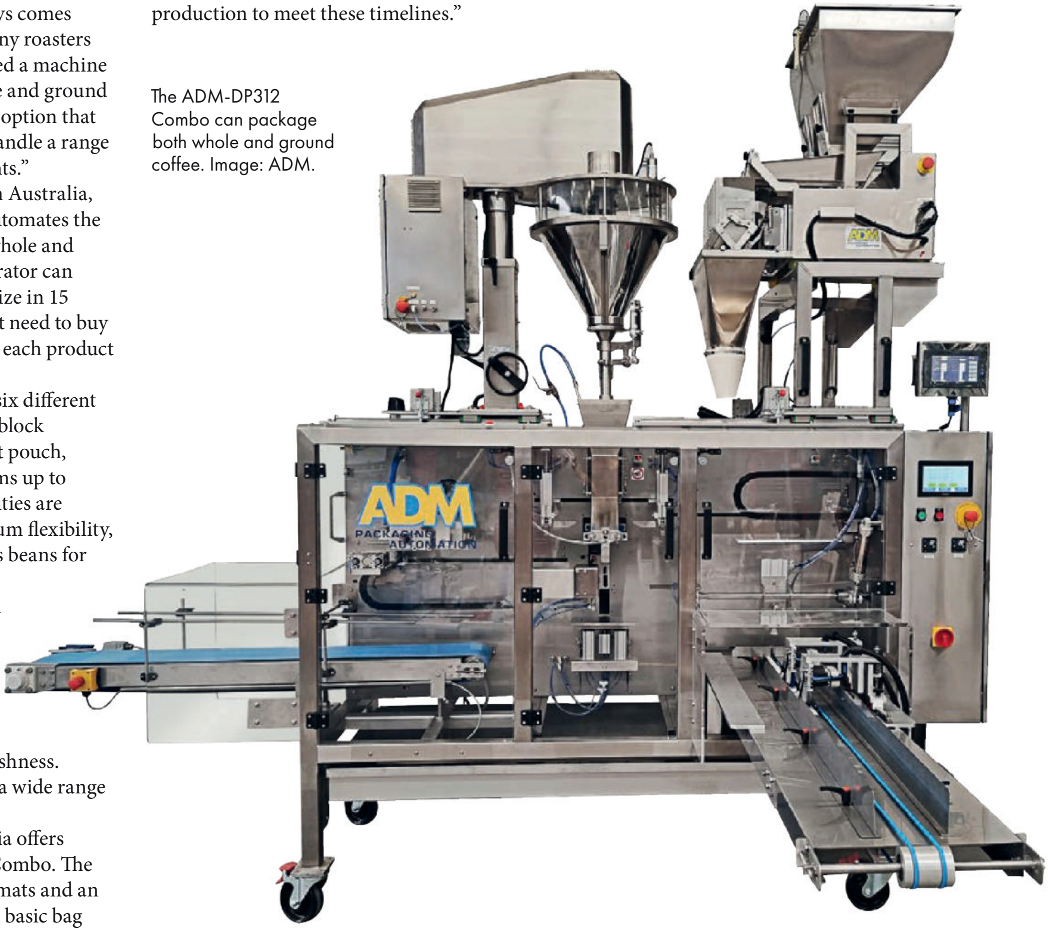
"We are trying to build up our stock of the ADM-3 Series pouch fillers, but demand is high and it can be a challenge to deliver orders within six months. However, due to their popularity, we're continuing to ramp up production to meet these timelines."

Over the years, ADM has worked with some of Australia's leading large-scale roasteries. George says the feedback they receive from the industry is always incredible and highlights the ongoing servicing and maintenance the company provides after installation.

"We work with almost all the best roasteries in Australia and New Zealand. They always comment on the service we provide as well as the clear communication and instruction on how to use the equipment," he says.

"ADM has been so successful in the region that we're now branching out to supply coffee roasters in Canada and the United Kingdom. Many of the companies we work with rate our machines so highly that they go on to install a second and third. This is why we're the most popular packaging machine manufacturer for the coffee industry in Australia, replacing most of the outdated import models." ◘

For more information, visit admpa.com.au



The ADM-DP312 Combo can package both whole and ground coffee. Image: ADM.

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Grinders to the rescue

Cafés face a growing challenge of keeping customers engaged in an ever-expanding beverage market, but could selecting the right grinder be the key to creating the cup of coffee that keeps them coming back for more?

As global beverage trends shift, the traditional hot coffee is being challenged as the go-to caffeinated drink. From bubble teas to matcha lattes to iced signature drinks, Gen Z and Millennials are being drawn away from traditional espresso-based beverages.

For baristas, café owners, and roasters, this shift signals a wake-up call. According to Marco Tesconi, Cimbali Group Grinder Category Manager and Global Business Development Keber Burrs, if coffee is to remain culturally and commercially relevant, the quality of the cup needs to meet the rising expectations of an increasingly selective market.

In an environment where knowledge of coffee quality and attention to various types of coffee-based beverages is growing, Marco says grinding is emerging as a key element in meeting the new needs of consumers – whether they are baristas, restaurateurs, or enthusiasts.

"The grinder is the first point of contact with the beans," says Marco. "If you don't get this step right, everything that follows – flavour, aroma, extraction – will fall short. It's time the grinder got the attention it deserves."

The new Ermes Dual Grinder features 75-millimetre flat burrs. Image: Cimbali Group.

Espresso culture thrives on precision. Experienced baristas know every variable matters, from water temperature to dose weight. Yet, some cafés still treat the grinder as an afterthought.

"We talk endlessly about espresso machines," Marco says. "But too often, the grinder is treated as a simple motor that makes things smaller. That's a missed opportunity."

What people should care about, according to Marco, is granulometry – the science of particle size and shape. It's not just how fine or coarse the grind is that matters, but also how uniform those particles are and what shape they take after passing through the burrs. These factors influence how water moves through the coffee bed, how flavours are extracted, and whether the result in the cup is nuanced – or flat and bitter.

"Different burr shapes will produce different particle geometries," he says. "Some create spherical particles that allow water to flow more easily. Others create flatter, star-like shapes that slow water down and increase extraction. This dramatically changes the cup even when the recipe stays the same."

Precision grinding

To bring granulometry into the everyday café workflow, Cimbali Group has developed the Casadio Ermes Dual Grinder, which it launched in partnership with Keber Burrs to provide precision, versatility, and intuition for both espresso and filter coffee.

Thanks to its vertical burr design, the Ermes Dual is engineered to deliver a seamless transition between on-demand and single-shot modes, and adapt to different brewing methods with a single touch on the display.

"We started with the burrs, not the motor or the frame," says Marco.

"Everything was built around the goal of achieving the optimal particle shape and minimising friction. The 75-millimetre flat burrs allow for a more direct ground coffee flow and complete emptying of the grinding chamber."

At the core of the Ermes Dual is its digital micrometric adjustment system, which displays the exact distance between the burrs in real time to provide precise and repeatable adjustments.

"The grinder also offers five programmable grinding profiles, ideal for cafés with a varied menu, such as single and double espresso, decaf, filter, or special brews. This optimises service times without compromising on quality," says Marco.

Designed with baristas in mind

Behind the mechanics of the grinder is a user-friendly interface with a full-colour digital display, designed to make the Ermes Dual approachable for new baristas while giving experienced professionals the feedback they need to work with micrometre precision.

Recognising not every café can invest in top-tier equipment, Cimbali Group deliberately priced this model in the mid range.

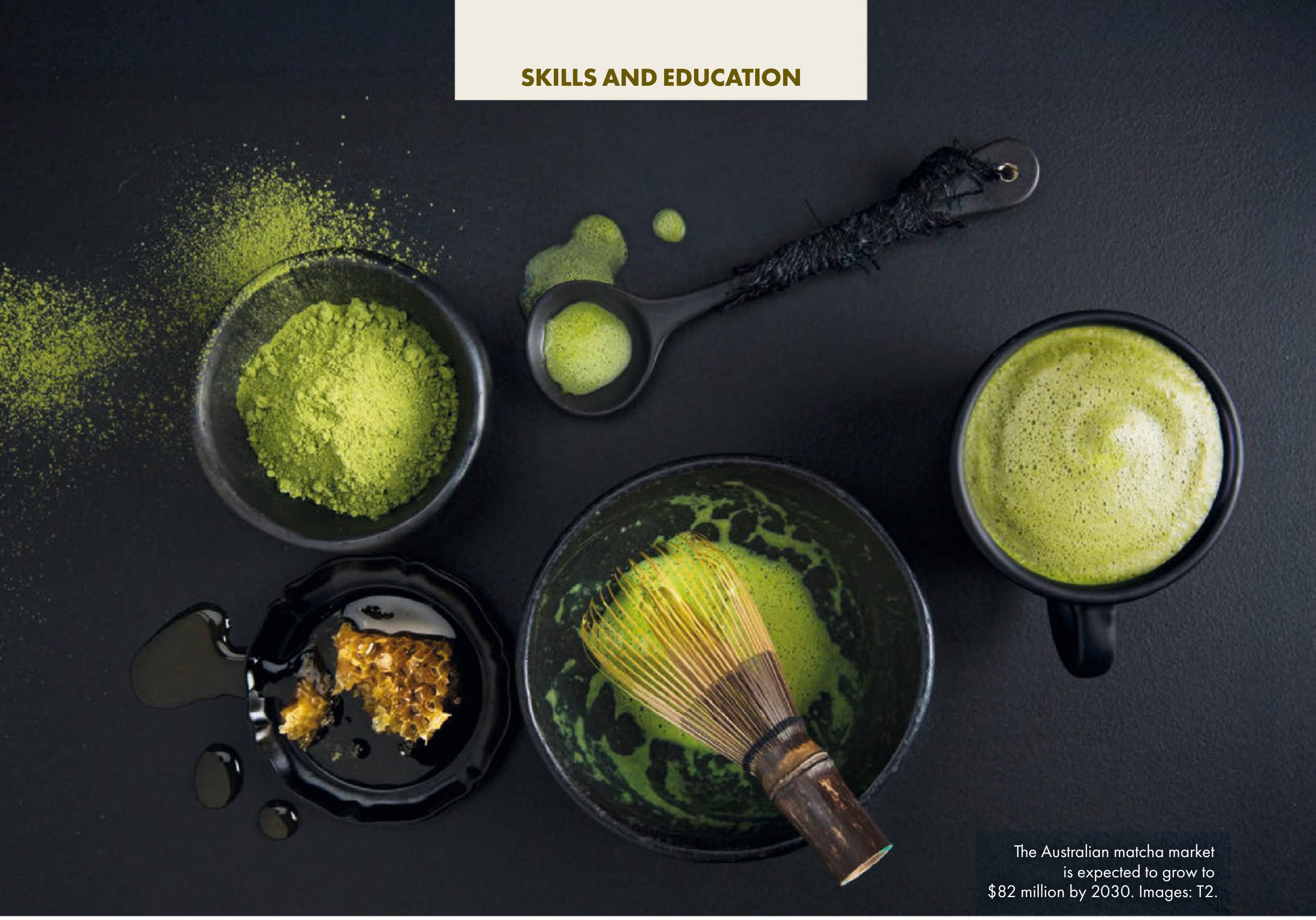
"We want burr technology to be available to more people," Marco says. "If quality is only accessible to high-end roasters or big-budget cafés, the industry doesn't move forward. The Ermes Dual is designed for the everyday café that cares about quality."

The team at Cimbali Group believe the grinder is not only a great fit for high-end specialty shops but also busy multi-site operations. For café owners trying to build customer loyalty, baristas competing in championships, and roasters seeking to preserve the integrity of their beans, the grinder aims to be the tool that ties it all together.

"People spend 95 per cent of their equipment budget on espresso machines. But without the right grinder, the machine can't perform. It's time to change that mindset," Marco says.

"We can confidently say that every coffee, when ground with this level of care will express its full potential." ◘

For more information, visit casadio.com and keberburrs.com



The Australian matcha market is expected to grow to $82 million by 2030. Images: T2.

Matcha masterclass

Matcha is giving coffee a run for its money in the popularity stakes, but what actually is the vibrant green powder and how can you tell good quality from bad? T2 spills the tea.

Once a niche product mostly embraced by the wellness community and a small slice of Australia's café sector that catered to the health-conscious market, matcha has now well and truly gone mainstream.

In 2024 the domestic matcha market was valued at $53.75 million, with that number predicted to rise to $82 million by 2030. Some inner-city cafés report matcha sales are outpacing coffee, while there's a new wave of venues popping up solely focusing on beverages crafted with the green-tea powder – with coffee a supplementary addition to the menu.

According to the team at T2, this popularity explosion has been fuelled by two main factors: the increasing interest in wellness and the rise of social media.

"It's funny, because at T2 we've been selling matcha since 1996. When I joined the company 10 years ago we thought it was a craze then, but it really has exploded over the past couple of years," says Nyssa Ehsani, T2 Business Development Manager.

"A decade ago, it was getting attention from the wellness community and I think the wider adoption of health and mindfulness in Australia has contributed to its popularity. Not only is matcha rich in antioxidants but it also contains the amino acid L-theanine, which slows down the effects of caffeine. That's why you can drink it in the afternoon and feel quite calm and balanced, instead of getting the jitters."

As with many wellness trends that have gone mainstream, social media has been a launchpad for all things matcha.

"The vibrant green colour and creamy texture have been a hit among Instagram and TikTok users, and that's had a huge impact on fuelling its status among younger consumers," says Gianna Serbati, T2 Marketing Manager.

"Creators are showcasing matcha in all manner of formats – from lattes to desserts to baking – and that's driving demand for creative drinks and treats in local cafés."

Back to basics

While more people than ever might be choosing a matcha-based beverage, how many consumers actually know what they're drinking? For those unsure of the specifics, Nyssa explains.

"All tea comes from the *Camellia sinensis* species, so the only difference between traditional green tea and matcha is that it is ground into a fine powder," she says.

"Green tea for matcha is also shaded before the young leaves are picked, which increases the levels of chlorophyll and produces the bright green colour for which it is known. The best matcha, like ours, is carefully stone milled – a slow process in which the temperature of the tea is maintained to avoid eroding the quality of the leaves. Cheaper matcha is often ground using faster machinery that creates a far less refined product."

Due to its historic links to Japan – although matcha was, in fact, first produced in China – some believe it's only grown in the country, yet the tea leaves can be produced anywhere with a favourable climate.

"Unlike coffee, a market in which a lot of value is often paid to single-origin products, tea masters usually blend tea cultivars from a range of sources to get the desired consistency and flavour," says Nyssa.

The quality question

So, how do you tell a great matcha from an average one? It's all about taste.

"Your tastebuds aren't going to lie to you, so your first measure of quality should be if you enjoy it," Nyssa says. "Matcha naturally has a really umami flavour often with a hint of bitterness – which many revere – but the very best matcha will also be delicately sweet. It's all about balance."

There are other signs to watch out for too. Look for a vibrant, dark green colour – a more muted, brown hue could suggest lower quality. A great matcha will also whisk well to produce a smooth liquid with a good froth and no grittiness.

'Ceremonial grade' matcha is a term often used to indicate quality, however, Nyssa says the expression can be deceiving.

"'Ceremonial grade' is a Western term for what would simply be considered premium matcha in Japan. It's often used in places such as Australia to signal quality, but the term isn't regulated or used by the people who are producing it," she says.

"However, it is a term we use at T2 because it's an easy way to communicate the very high quality of the matcha we're selling."

How to prepare matcha

The traditional methods for preparing matcha stem from the Japanese Chado or Chanoyu tea ceremony. Nyssa says the process using a bamboo whisk (a chasen) in a special bowl (a chawan) yields beautiful matcha, but special equipment is not always necessary.

"You really only need the same basics required for preparing traditional tea: the tea, hot water, and something to brew it in. If you're making large batches to keep a café stocked for the day, it can be bottled and refrigerated ready for when it's needed – just remember to give it a shake before pouring," she says.

"Many cafés serving matcha in iced drinks will create a basic syrup with sugar and water and then add the brewed matcha, often in a more concentrated paste form."

For those wanting to prepare matcha in the traditional way, Nyssa recommends using a small sieve to sift the powder into the bowl and then adding water and whisking in an M or W formation until smooth. To ensure freshness, matcha should be stored in an airtight container, away from heat and direct sunlight, and used within one to two months of opening the packet.

While the strawberry matcha latte might have been the drink of last summer, T2 predicts lots more innovation on the horizon. According to Gianna, complementary flavours such as white chocolate, blueberry, peach, and salted caramel are already trending online.

"Baristas are getting really creative and exploring more than just fruity combinations. Rich flavours complement matcha well, such as toffee-like syrups made from dates. I've seen a couple of places pair it with an earl-grey syrup which tastes amazing, and a watermelon iced matcha served with fresh mint," she says.

"Unlike coffee, with matcha you're not so confined by rules – there are so many flavours you can experiment with. That's why we are focused on producing a fantastic base matcha product, so cafés can choose how they'd like to serve it and really flex their creativity."

> "Matcha has a naturally umami flavour, but the very best matcha will also be delicately sweet. It's all about balance."
>
> **Nyssa Ehsani**
> BUSINESS DEVELOPMENT MANAGER, T2

The vast majority of matcha consumers currently enjoy the beverage in sweetened concoctions, but Nyssa sees potential for more customers to enjoy it in its original format.

"When developing our product, we focused on producing a matcha that would also taste great without sugar or milk," she says.

"I would love for people to learn more about matcha and how to enjoy it without all the extras. For me, the magic of matcha is slowing down, appreciating the ritual of preparing a cup, and enjoying the experience with someone." ◘

For more information, visit t2tea.com

The team at T2 see no end to the matcha movement, with more innovation to come in the café space.

The Alchemy Cordial Company Founder Michael Bishop believes the café industry is experiencing an aging out process. Images: The Alchemy Cordial Company.

Unlocking café profitability

With demand for traditional coffee flatlining and iced beverages spiking, the team at The Alchemy Cordial Company share their tips for boosting café sales beyond the morning rush.

Traditionally, cafés have been an early bird's game. With many coffee venues opening at dawn to catch the morning commuters and then closing after lunch when cravings for caffeine diminish, Australian café workers have often had late afternoons at their leisure.

However, the dynamics of running a café are changing. Now, with rising costs across the board and shifting consumer habits, many business owners can't rely solely on the morning coffee rush. To overcome increasing rents, they need a steady stream of income throughout the day.

It's a challenge Alchemy Cordial Founder Michael Bishop is witnessing more frequently in the Australian hospitality scene, but one he also believes he has a solution to. Observing the unrelenting rise of iced and signature drinks in the international café space, Michael is confident the chilled movement can be used as a vehicle to increase sales, especially in the afternoon and evening.

"Over the past couple of years, iced strawberry matcha has taken the world by storm. It's part of a wider trend for iced drinks that's been driven by Gen Z, the 13- to 28-year-olds who haven't grown up as part of the coffee landscape," says Michael.

"They want drinks that are visually spectacular, like the layers of the iced flavoured matcha, so they can share them on social media and be validated by their friends. Coffee is literally too beige for them. They want colour, excitement, and newness."

Gen Z's spending power

Michael believes the café industry is experiencing something of an aging out process, in which the latest wave of under 30s aren't drinking coffee in the same way as the generation before them. While Gen Z is the age group with the highest spending power, it's estimated only about 40 to 50 per cent of those born between 1997 and 2012 drink coffee, compared to Millennials which sits at about 70 per cent.

"Coffee isn't going anywhere – it's a low price, legal drug that does fantastic things for the people who enjoy it. However, there is a growing demographic who aren't drinking it, therefore we need something to attract them into the café space," he says.

"Iced and signature drinks are hugely popular on social media and young people are looking to experience what they've seen online in real life. These beverages have great potential, not only to attract new customers but also to increase profitability."

He uses iced coffee as an example. A regular eight-ounce hot latte might be priced at $5.50, whereas a 12-ounce iced latte often comes in at around $8 – the only difference in ingredients being the addition of four ounces of ice.

"There's a reason that 75 per cent of Starbucks drinks now are cold. Iced drinks unlock more revenue at a lower cost of goods," says Michael.

"The creative iced beverages younger consumers are looking for don't require expensive ingredients. Many simply call for a premium syrup or smoothie blend alongside core ingredients already integral to the café's operation."

The post-lunch slump

While many cafés have traditionally closed after lunch, Michael sees opportunity to increase revenue by keeping the doors open longer.

"Any café owner will tell you coffee sales tank after 1pm. Your ability to pay rent as a café ends at this time unless you've got a reason for people to come back or make their first visit of the day," he says.

"A great iced drink menu will attract the after school and university crowd who've got pocket money coming out of their ears. They want to outdo their friends by sharing images on social of their blueberry iced matcha or cold brew with tiramisu foam.

"This generation is also drinking less alcohol, so they need social spaces to hang out after university or work. Many aren't spending $16 on a pint of beer or a cocktail, so they're happy to spend $12 on an amazing-looking signature drink."

Social media might be a key to attracting

Alchemy Cordial's recipe kits include all the essentials needed to craft on-trend chilled drinks.

this new group of customers, yet Michael says strong signage – both outside the venue to entice people in and at the point of sale – is also essential.

"You need to shout about the incredible concoctions your baristas have created. Post them on social media, have an A-frame sign outside with the seasonal specials, and have another sign at your point of sale so they can be gently upsold when ordering," he says.

Sourcing inspiration

While Michael thinks the matcha hype hasn't reached its peak, he does believe one of the secrets to success with signature and chilled drinks menus is offering concoctions that are new, exciting, and in line with industry trends.

"Source inspiration online and then give the drinks your own unique twist," he says.

"From our research, we see that colours and layers are still very popular. Think cloud coffees with coconut milk and foams, and layered matcha drinks. In terms of flavours, people are interested in health aligned ingredients such as matcha, so I think we'll see more of ube, turmeric, and hibiscus which all have a striking signature colour like matcha does."

For businesses unsure of how to step up their chilled beverage menu, Michael reassures it is easy to establish and doesn't require large investment in equipment.

"You really only need a small amount of bar space and an ice machine. This isn't like investing in a new grinder or coffee machine," he says.

"The most important element is training your staff to recreate the drink consistently. I suggest creating a set of step-by-step instructions, or even a video they can watch. Creating delicious drinks that look the same will create customer loyalty and brand recognition when shared on social media."

Those with limited time to create new drinks can benefit from Alchemy's recipe kits, which include all the essentials needed to craft on-trend chilled drinks. As well as the core ingredients such as syrups and smoothie bases, the kits include detailed instructions and QR codes linking to step-by-step videos. The Flavoured Iced Matcha Kit, for example, comes with matcha, strawberry syrup, blueberry syrup, and white chocolate sauce. All the café needs to add is the milk or alternative plus ice and they instantly have three new drink options to rotate as limited-time offers.

"We've put in the work to make it simple for café owners to create the chilled drinks that will appeal to Gen Z. We've got some really exciting new signature drinks creations such as a Banana Bread Chai Smoothie and a Pistachio Iced Latte in the recipe kit format," says Michael.

"Signature drinks can engage all the senses. Going forward, I believe they're going to be the key to unlocking café profitability."

For more information, visit **alchemycordial.com.au/wholesale**

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The Bean Cartel has achieved 300 per cent revenue growth since 2021. Images: The Bean Cartel.

How to scale smart

On the back of a recent double Golden Bean win and a string of exciting new collaborations, The Bean Cartel Founders Stacy and Alison Visser reveal how they scaled their business, grew their team, and exceeded their growth goals.

Despite experiencing one of the most challenging years for roasters in the Australian coffee sector's history, over the past 18 months Melbourne's The Bean Cartel has achieved a series of impressive milestones.

At the 2025 Golden Bean Awards, the team picked up gold medals in the Espresso and Filter categories, adding to their 2024 haul of eight medals which included a gold in the Milk-Based category.

As their trophy cabinet has expanded, so has the roaster's reach. In July, The Bean Cartel was invited to be the inaugural roaster to feature at Melbourne Airport's new Coffee Capital installation, which sees a rotating lineup of Victorian roasters take up a seasonal residency. The brand has also recently established a growing market of wholesale partners in South Australia.

This company growth has not only warranted an expansion of its Notting Hill roasting facility but also its team of passionate coffee professionals. While some other coffee businesses have struggled to recover from the ripple effects of COVID-19, The Bean Cartel has achieved 300 per cent revenue growth since 2021 and forecasts a further 20 to 30 per cent increase by the end of the 2025/26 financial year.

Competitive edge

So, how have Founders Stacy and Alison Visser achieved this feat, and how can other coffee businesses learn from their successes?

"When COVID-19 hit, at first we lost a 1000 kilograms a week in sales. I never thought that four years later we'd have tripled our revenue. It's quite incredible. Despite what has been a seriously tough year with the supply issues we've faced, we're still looking at great growth for 2025/26," says Stacy.

> "We're seeing an uptake in new markets such as independent grocery stores and corporate clients."
>
> **Stacy Visser**
> CO-FOUNDER, THE BEAN CARTEL

"Achieving milestones such as Golden Bean has been one of the keys to our success, not just because of the platform they provide but also the pressure it puts on us to ensure the quality of our product remains excellent. For example, we don't want someone trying our beans at Coffee Capital for the first time and saying, 'this is average'.

"The team are very competitive and I think that comes from the top. That external pressure drives our innovation and commitment to high standards. There's been a lot of average green beans around lately due to supply issues, but we do the work behind the scenes so the quality of our award-winning blends remains high."

The Bean Cartel's competitive team have also been instrumental in the business' accomplishments, according to Stacy and Alison. They say gradually bringing together an A-team of skilled people who care about coffee and the brand has been a somewhat instinctive process.

"You can have a great product and brand, but if you've got ordinary staff it's definitely not going to work," says Stacy.

"It's taken baby steps, but we're at a point now where we have the team we've always wanted, and we wouldn't have achieved any of this without them. We've become quite good at working out who will fit well with the rest of the team – they've got to be quite tough, willing to take on feedback, and adapt to our pace."

While personality traits are important,

Co-Founder and Director Alison says finding people who can fill any skill gaps within the company is the main goal.

"Early on, we realised we were trying to do everything ourselves, but we can't possibly have all the skills needed for the company to thrive. We needed people who have specialist abilities in the areas that Stacy and I don't. We can't be experts in roasting, marketing, business strategy, sales, latte art, and everything else we cover as a business," she says.

"We have never advertised for new staff, which speaks to the strength of our brand reputation. We get a lot of people approaching us and, usually, we don't have a role for them to fill, but if they're a great fit we'll often bite the bullet and bring them onboard anyway."

Practising patience

In 2022, The Bean Cartel rolled out a full rebrand that aimed to bring something fresh, colourful, and distinctly unique to the Australian coffee scene. This epic undertaking was another of the building blocks that paved the way to the roaster's accomplishments.

"We knew rebranding was going to be key to taking The Bean Cartel to the next level. However, much of its success was actually due to patience. We had been working on the rebrand through the pandemic, but we waited until the lockdowns had passed and we had some clean air to relaunch," says Stacy.

"We also needed the right people to bring our vision to life. Finding our illustrator Alejandro Giraldo who is based in Medellin, Colombia, was a long process, but it was worth the wait as it brought the whole thing together."

Learning to be patient has also come in handy in other parts of the business. While it can be tempting to jump at every opportunity that comes their way, the Founders say knowing when the time is right is essential.

"At the start of the year, we had some very big clients that wanted to come onboard. Due to the issues with green-bean supply and the fact there was little to no spot coffee in Australia, we had to be patient and decide that we couldn't bring these clients in at that moment," Stacy says.

"We had the opportunity to expand fast, however, doing so would have meant we weren't able to adequately supply our existing clients, and I wasn't prepared to do that."

Embracing diversification

As the international coffee market continues to experience volatility and some cafés in Australia still face challenges from shifting consumer habits, The Bean Cartel has looked to diversification to continue its growth journey.

"The market is still quite volatile and a lot of cafés are being sold, which leaves roasters in a difficult position as you're not sure if the venue will stay with you," says Stacy.

"Therefore, we've started to diversify. We're seeing an uptake in more stable markets such as independent grocery stores and corporate clients. We've also stepped up our online game, targeting at-home consumers who appreciate great quality coffee."

For those looking to learn from The Bean Cartel's success and expand their own business, Stacy shares the words of one of his former mentors.

"I'm going slowly because I'm in a hurry," he says.

"It's a bit of a corny phrase, but it has really stuck with me. I was always trying to get out of the gate at 100 miles per hour, but rushing isn't a sensible way to do business. Hold off, be patient, and surround yourself with the right people."

For more information, visit thebeancartel.com.au

THE BEAN CARTEL
ORIGIN COFFEE ROASTERS

The roaster has never advertised for new staff, instead people approach the brand.

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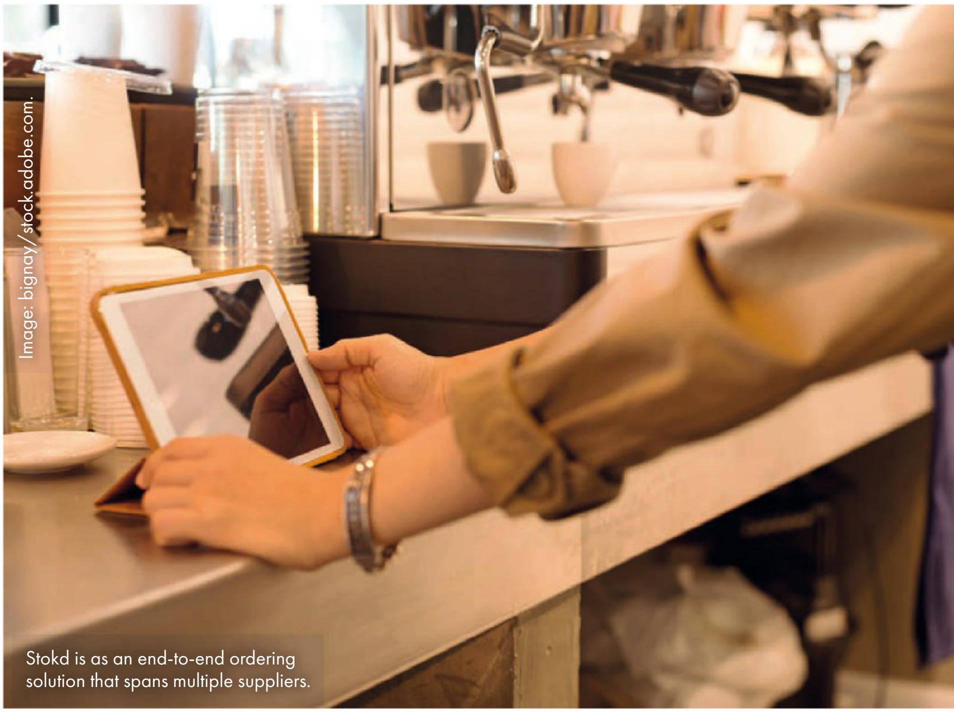
Saving hospitality's "most valuable resource"

Joseph Stock's decades of experience in hospitality have taught him plenty of lessons. Now, he's looked at one of the most significant pain points of running a café with the goal of making it stress-free.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Stokd is as an end-to-end ordering solution that spans multiple suppliers.

There is no better way to understand the café and hospitality industry than by being embedded in it. Joseph Stock knows the trials, tribulations, and pitfalls of existing in this fast-paced space and wanted to create change in what he found to be one of its most stressful and convoluted aspects.

A pastry chef and venue operator with more than 20 years of experience, Joseph launched wholesale supply ordering platform Stokd to try and remove some of the roadblocks he has experienced in his time working in different cities around Australia and New Zealand.

"Stokd is a clean connection between venues and suppliers no bloat, no hidden fees, just time saved," says Joseph.

"We built this platform to eliminate that noise. Its smart, seamless ordering is designed to give operators their time back and give suppliers a modern channel to grow. We've placed a significant focus on usability, affordability, and transparency from day one, and have worked to do this in a way that doesn't punish the people making the product.

"We're not trying to be a marketplace or a gatekeeper. Stokd is an infrastructure layer – a clean pipeline between buyer and supplier, where everything from product availability to cost analysis to invoice reconciliation just works."

Despite the desire to create this new platform originally being born from his long-held frustrations as a venue operator, Joseph says there is still a priority on streamlining the ordering process for suppliers.

"What suppliers want is not complicated: it's simply a clean, transparent way to receive and manage orders without the bloat," he says. "This is a supplier-first ordering system built by venue operators who were fed up. We have done our best to construct a platform that is built by hospo, for hospo, and keep it straightforward.

"From confusing fees to rigid ordering logic, many suppliers feel digital ordering systems are more of a cost centre than a tool to grow their business. Stokd allows suppliers to keep control over their pricing and data.

"The platforms that were meant to simplify trade have instead distanced suppliers from their customers and inserted themselves into the middle of the process. Stokd isn't a venture studio project or investor-backed guesswork – it came from the same spreadsheets, fridge scribbles, and supplier WhatsApps that every venue knows too well."

That focus on suppliers, however, has not come at the expense of the goal of providing venues with a more streamlined ordering platform.

"Your expectation as a venue is you can get what you want when you want if you see it on your supplier's system, and when you can't it's really frustrating. Having that visibility about which products are available is crucial," says Joseph.

"I've consistently seen suppliers give the wrong product or miss products on delivery, and I've used clunky ordering systems or multiple apps and websites that have led to so much lost time chasing suppliers.

"With Stokd, we can streamline the process for both suppliers and operators across hospitality, whether that's cafés, restaurants, or bars. We want every aspect of the ordering process to be easier."

Joseph launched his new platform at Melbourne's Foodservice Australia tradeshow in May 2025 before making it available across Australia. The response to that initial reveal was, according to Joseph, humbling.

"Our launch at Foodservice Australia was a strong validation of what we've built – not just from operators but also from suppliers who've long wanted better systems without more admin," he says.

"Stokd is built by people who live the day-to-day struggles of the industry, and we want to make lives easier.

"In hospitality time is the most valuable resource, yet most ordering platforms still force venues to juggle multiple systems, manual updates, and clunky workflows. Suppliers maintain control of their data, pricing, and fulfilment logic. Venues gain visibility, speed, and clarity. Everyone saves time."

Stokd has been developed as an end-to-end ordering solution that spans multiple suppliers and is also integrated with Xero, MYOB, and Quickbooks.

"We're not here to change the industry with hype," says Joseph. "We're here to fix what wastes its time.

"In hospitality, time is the most valuable resource. Stokd gives it back."

For more information, visit **stokd.com**

Grinders' Immersion Experience is designed to help its customers grow their businesses. Images: Grinders.

The power of Immersion

Representatives from nine Grinders Coffee partners were brought together in Melbourne for this year's Immersion Experience, but the lessons taken aren't only restricted to those who were in attendance.

The strength and breadth of Australia's café community is more than matched by the quality of its coffee roasters. From large-scale organisations to boutique one- and two-person operations and everything in between, cafés are spoilt for choice when selecting a roaster to supply their beans.

For the past three years, Grinders Coffee Roasters has held its Immersion Experience as a mechanism to not only thank some of its customers for their loyalty but also to continue to educate and help them grow their businesses.

In its inaugural edition in 2023, Immersion was limited to a handful of Victorian customers. For the past two years, though, the opportunity has been presented to carefully selected Grinders partners nationwide.

In 2025, the Immersion Experience saw 18 people from nine cafés in the Grinders network convene in Melbourne for a two-day event focusing on business growth, education, and networking.

Grinders Coffee Ambassador Jono Goldthorpe says the annual event showcases the roaster's raison d'être and how it can align itself with its partners.

"Everyone in Australia is roasting really great coffee at the moment and providing training for their customers," he says. "We want to provide above-and-beyond support for our customers and look at how they can not only grow their business through coffee but also learn some tips and tricks to stay on top in the current market.

"The Immersion campaign is a powerful opportunity for us to connect more deeply with our customer base and build lasting partnerships. We've focused on engaging with passionate, growth-minded businesses – those eager to collaborate and explore new ways to succeed together. While space was limited this time, our intention was never to exclude, but instead to start somewhere meaningful.

"This campaign is just the beginning of a broader journey to understand how we can better support all our customers, regardless of current volume, and continue building a community driven by shared ambition and mutual success.

One of the Grinders customers in attendance was Madison's in Broadbeach, which been with the roaster for 29 years.

"Customers like Madison's are already loyal, but this is a way for us to give back, provide something different, and give them even more reassurance about us as a coffee brand, supplier, and partner," says Jono.

Delivering some of those key insights was a trio of speakers with hands-on experience of growing their own businesses.

Founder of Indonesia's Expat. Roasters and former Grinders Coffee Ambassador and Training Manager Shae Macnamara discussed maintaining brand credibility, consistency, and quality while growing into new venues and markets.

Yolk Group's Kieran Spiteri offered insights into identifying market needs in different areas, like his business has done with its six independent venues and catering provider in some of Melbourne's most trendy, coffee-loving suburbs such as Collingwood and Northcote.

Finally, CEO of Digital Picnic Cherie Clonan educated attendees on how to excel on social media and improve their digital marketing and online presence.

"When Shae was working with Grinders he helped modernise the brand. He's taken a lot of learnings from his time with us into his new business that has now expanded from Bali across Indonesia and into Malaysia, which has been exciting to see," says Jono.

"Yolk Group's venues are always featured in lists of the top cafés in Melbourne. They all have different concepts, so we wanted Kieran to come in and talk about how that works, how they approach that, and how they identify and meet gaps in the market.

"We were also excited to see what insights Cherie and Digital Picnic had to offer in how social media can help grow small businesses, and the importance of a strong online presence."

The second day of the event, titled Under the Hood, saw attendees visit the Sanremo Coffee Machines headquarters in Richmond for a more hands-on experience, led by Sanremo's Technical Relationships Manager Dee Alam.

"When we went to Sanremo, they opened up a coffee machine and gave really in-depth information on how it works, what common issues are, and how they can be avoided. We wanted to give a better understanding of how a well-maintained machine not only increases the longevity but also helps to provide a consistent, quality coffee," says Jono.

"We then had a networking lunch to create more of a connection between our customers and encourage them to compare 'war stories', share contact details, and keep in touch after the event."

Sanremo Marketing Manager Sofia Calabrisello sees true value in industry partnerships and was honoured to host the event.

"Being part of an initiative that brings together café owners, coffee professionals, and partners from across the country to collaborate and share experiences is incredibly valuable for our industry," says Sofia.

"For us, the key takeaway was the importance of partnering with people who truly align with our values, because it is when you combine the right vision with the right support that you can make the greatest impact."

Jono says identifying and welcoming experts such as the speakers and Sanremo is key to helping Grinders' partners grow.

"Our scale is one of our strengths," he says. "We're putting a stronger focus on things such as signature drink retailing, in-store coffee retailing, and using social media and digital marketing, but these things change so rapidly that getting experts to talk about them while they're in the thick of it is really valuable.

"We can roast incredibly consistent coffee, we've got an amazing quality assurance process and roasting process when we deal with our larger customers, but we want to show what we do for our customers that might be smaller in scale."

The insights gained by those at the event will not be limited to those in attendance though. Jono says Grinders is keen to promote collaboration between its partners to foster stronger connections between its cafés and venues.

"The Immersion was an invitation-only event, but we had photographers and videographers capture key content to share those learnings through our EDMs and online videos," he says.

"We have a lot of passionate people in our business that honestly do care."

For Grinders General Manager Steve Bean, Immersion is an opportunity to bring together passionate coffee professionals from all parts of the industry to learn, share, and grow.

"It's about building a community that uses collaboration to deliver sustainable growth," he says.

"Having personally experienced the impact a session like this has, it re-enforced that we all go further when going together. My hope is that we can use this event as a base to expand our community and continue to support more growth over time."

Although these events only happen once a year, they give a strong indication into what the roaster's priorities are when working with cafés. Jono believes that desire for Grinders to help its partner businesses grow filters all the way through the company.

"The great thing about this event is it shows our customers who we are at our core," says Jono. "We're a passionate, coffee-centric business. Our people are that way as well.

"We spend a lot of time with our café partners. We visit and try to support them on a store level to progress the relationship beyond being purely transactional, and this is a way we can really give back and say thank you." ◘

For more information, visit grinderscoffee.com.au

Insights from the series will be shared more broadly through Grinders' digital channels.

Driven by delight

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Kirk Pearson (right), Founder of Project Zero Coffee, discussed cafés of the future at MICE2025. Image: Prime Creative Media.

The education state

From everything you need to know to establish your first café to the use of AI in the coffee industry, MICE2026's lineup of educational panel discussions will share practical advice from some of the industry's most experienced professionals.

Despite what some may say, ChatGPT can't give the answer to everything. For example, it might be able to regurgitate some of the basic points needed to set up a café business in Australia, but it can't describe from experience the unexpected obstacles it overcame, the advice passed down from hospitality pioneers, or the current windows of opportunity in a particular city.

This practical and personalised approach to advice and education is at the core of Melbourne International Coffee Expo (MICE). Aware of the power of knowledge sharing and off the back of the hugely successful series of panel discussions at the 2025 event, for the next edition of the international tradeshow organisers are planning their most comprehensive and useful educational program to date.

"These discussions provide a platform for global thought-leaders, local experts, and passionate coffee professionals to share knowledge, exchange ideas, and prepare the industry for the challenges and opportunities ahead," says MICE Moderator Sarah Baker.

"MICE education inspires both business and craft. It gives professionals the tools, insights, and connections they need to thrive in a fast-changing industry."

The Café Education Series will run throughout the duration of MICE2026 and aims to give café owners practical advice, industry insights, and a platform to discuss ideas and issues that are important to them and their business.

Sessions will cover topics such as how to establish your first coffee venue, the key to business longevity, what it takes to become one of the world's top cafés, menu innovation and its link to profitability, and so much more.

Kirk Pearson, Founder of Project Zero Coffee, was one of the panellists to take part in 2025's discussion on 'Cafés of the future and market disrupters'.

"I really enjoyed being a panellist. I learnt a lot from Connor [Nestor] and Matteo [Barbarossa] who were up there with me," he says.

"It was good to bounce ideas off them and disagree with each other a little bit as well. I found it to be a very productive discussion."

Kirk highlights the value of attending knowledge-sharing events such as the Café Education Series.

"If you're working in the industry or thinking of joining it, there's so much you can learn from events like MICE – it's free education," he says.

"With time for questions, it's really interactive, so there's a lot of value if you want to learn more about the coffee industry."

For those who want a deeper dive into the coffee market, the GCR Symposium series takes place before the doors open for general admission and explores themes such as market consolidation, emerging coffee production regions, use of AI in the industry, and the expansion of quality coffee into the wider hospitality space.

In this series, international speakers share their insights on where they think the market may go and what that means for those doing business in Australia and New Zealand.

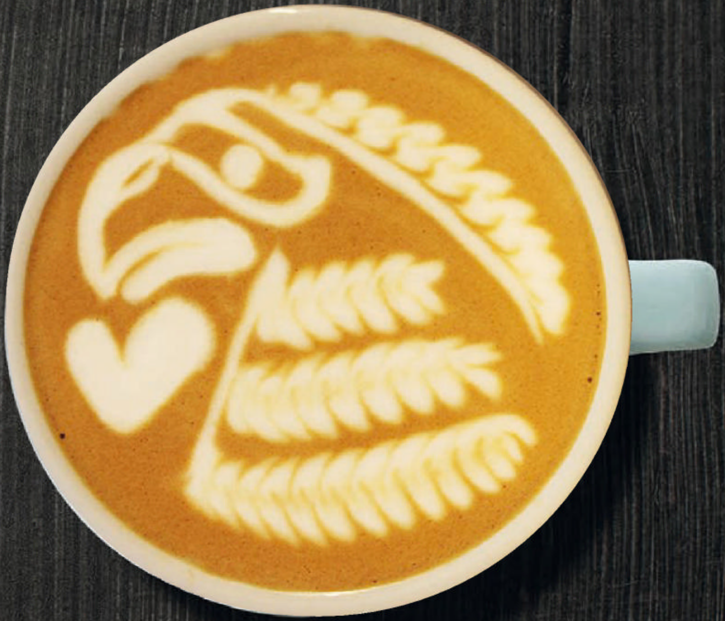
Of course, the panel discussions aren't the only learning opportunities at MICE2026. Throughout the three-day event, exhibitors will host a range of engaging activations, including cupping sessions, tastings, smackdowns, and more.

MICE2026 takes place at the Melbourne Convention and Exhibition Centre from 26 to 28 March. ◘

For more information, visit internationalcoffeeexpo.com

Victor Vu of Ona Coffee Melbourne is the 2025 ASCA Australian Latte Art Champion.

Eagle



Three-time Australian Latte Art Champion Victor Vu reveals how to recreate the mighty eagle latte-art design.

Victor doesn't claim to have created this design, but he's also not sure who first came up with the pour.

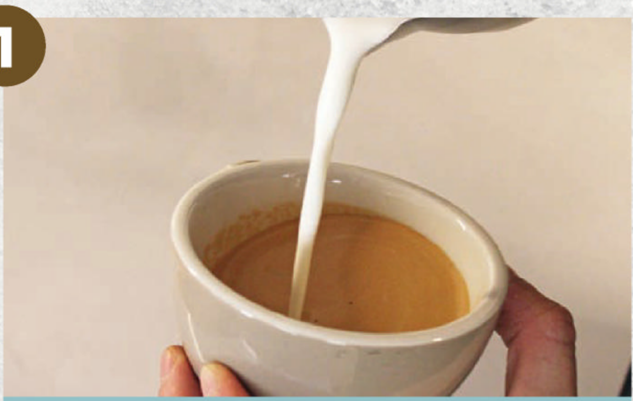
The Australian Latte Art Champion says the eagle is popular with many of the baristas he knows, who love to show it off at throwdowns and local competitions.

For those trying it for the first time, he says it's not too challenging, therefore is a great option for baristas practising their pouring skills.

"This design is quite easy to replicate at a café, so is a good training option for baristas with basic skills," Victor says. "It's quite a fast pour – take the time to go through the steps before trying it out."

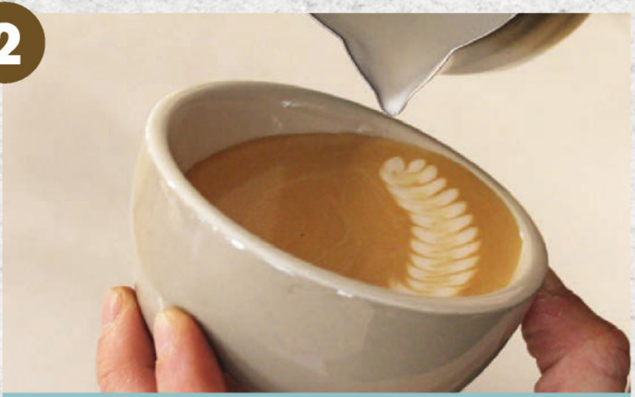
Images: Prime Creative Media.

1



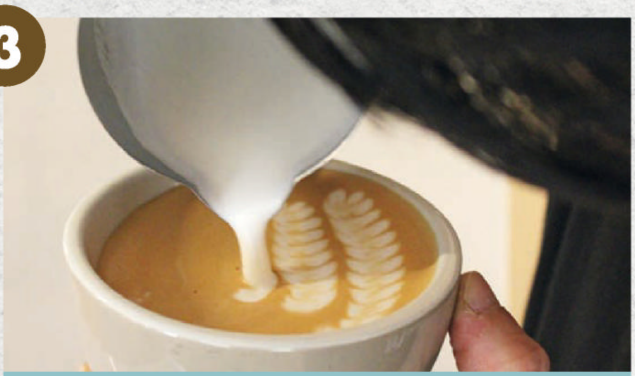
Using a eight-ounce cup with the handle at one o'clock, start by mixing the milk with the coffee until the cup is around a third full.

2



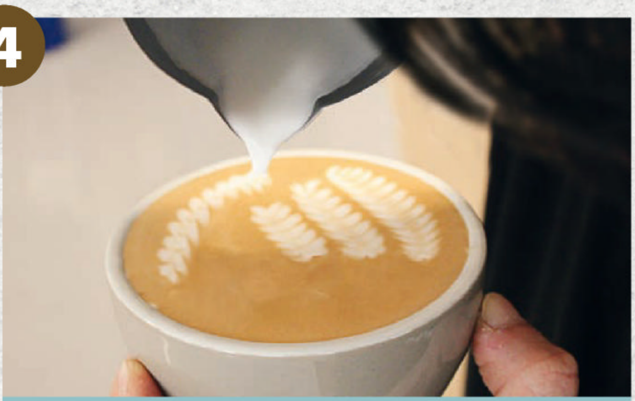
From the nine o'clock position, along the left-hand curve of the cup pour a 10-leaf rosetta.

3



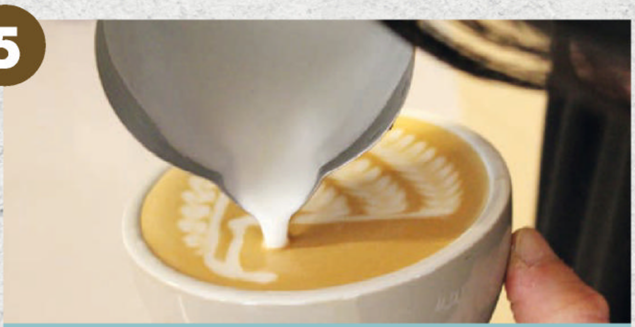
To the right of the first rosetta, pour an eight-leaf rosetta, and then a six-leaf rosetta to the right of the second. Drag a thin line along the top to connect the three rosettas.

4



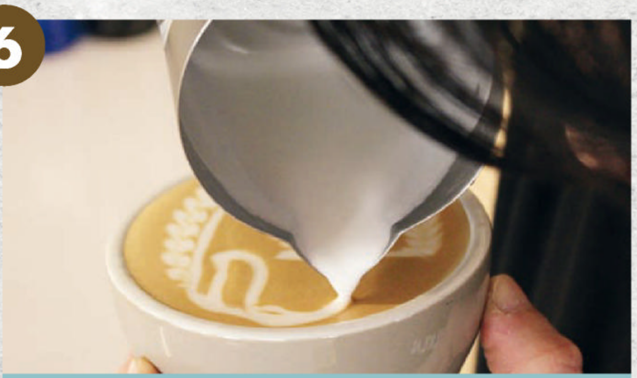
Turn the handle to three o'clock. Pour a rosetta along the curve of the cup from 12 o'clock to the handle at three o'clock.

5



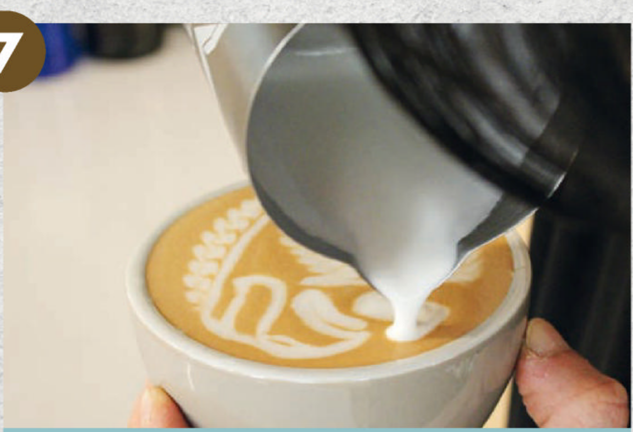
From the bottom of the final rosetta, drag a thin line along the inside of the rosetta. Once you reach the top of the cup, drag the line along the curve of the cup about a third of the way down before flicking up and creating the inner eye, finally meeting the first thin line that connects the three rosettas.

6



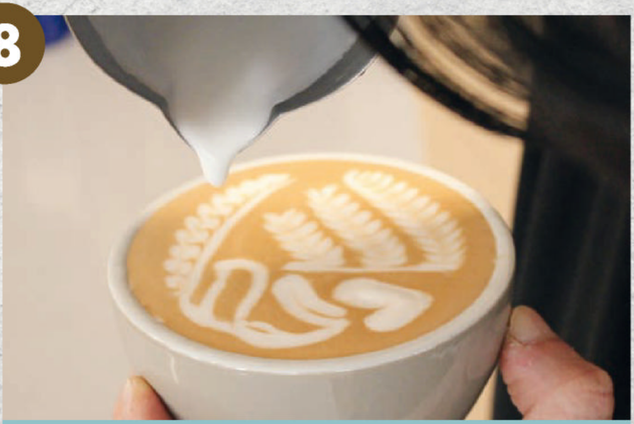
Still using the continuous pour and following the curve of the cup, form a small flat circle for the nodules and then continue to form the rest of the beak, with a sharp V to form the mouth.

7



Using the dry foam, form a small heart under the beak to fill the space.

8



Finally, use a drop of dry foam to form the eye.

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internationalcoffeeexpo.com/get-involved

MICE 2026

Andrew Feldon sits on the Sustainability Portfolio at the NZSCA.

Sustainability in action

Andrew Feldon details how the NZSCA is supporting a greener coffee future.

At the New Zealand Specialty Coffee Association (NZSCA), one of our core commitments is to support the NZ coffee roasting community by championing sustainability. We do this by sharing knowledge, creating space for open dialogue, and encouraging members to challenge conventional practices, all with the goal of shaping a more responsible and resilient industry.

In recent years, a key focus area has been the use of gas in roasting and how we, as a sector, can reduce emissions and future-proof our operations. Spearheading this work is NZSCA board member Scott Pepler, whose leadership has been instrumental in establishing a valuable partnership with the Energy Efficiency & Conservation Authority (EECA). Through the portfolio's efforts, we've fostered meaningful and, at times, spirited conversations about energy use, while also shining a light on practical innovations and optimisation tools already being used across the industry.

Equally encouraging are some of NZSCA members who have embarked on the B Corp certification journey. It's a rigorous and deeply values-driven process, and one that reflects a genuine commitment to sustainability. Among the early pioneers was Mike Murphy, whose efforts and unwavering principles were honoured with a Historical Contribution Award at the 2025 NZSCA Recognition Awards. His recognition highlighted not only individual leadership but also the collective momentum building across the sector.

Together, these stories reflect a growing movement: one that celebrates innovation, challenges the status quo, and reinforces our shared responsibility to leave the industry better than we found it. More importantly, they demonstrate that sustainability isn't a one-size-fits-all solution, but rather a mindset that influences everything from the energy we consume to the way we package, ship, and even market our coffee.

While sustainability can come in many forms – from reducing energy use, adopting sustainable farming practices, and making better packaging choices – the sustainability portfolio within the NZSCA is also exploring how we can reduce or reuse products that might otherwise become waste. A promising area of focus is giving packaging a "second life," with innovations that repurpose materials into practical building products. Initiatives such as SafeBoard and FuturePost are showing that waste streams can be transformed into resources, sparking conversations about circular systems that extend far beyond the coffee industry.

Looking ahead, the NZSCA remains committed to supporting our community of members. By showcasing success stories, providing access to tools and resources, and fostering spaces for informed discussion, we aim to continue encouraging meaningful innovation. The road to a greener coffee future is ongoing, but with collaboration and shared purpose, it's one we're excited to keep travelling together. ◘

For more information on the New Zealand Specialty Coffee Association, or to join, visit nzsca.org

Improving sustainable outcomes for roasters is a key initiative of the NZSCA. Image:Yaroslav Astakhov/stock.adobe.com.

2025
Roasters Directory

From Canberra to Christchurch, Darwin to Adelaide, the 12th edition of the *BeanScene* Roasters Directory features more than 800 of Australia and New Zealand's coffee roasters.

Image: LIGHTFIELD STUDIOS/stock.adobe.com.

It's been a particularly tough year for coffee roasters around the world, with green-bean prices reaching new record highs amid extreme weather, conflict, and rising demand from emerging markets such as China.

Australia and New Zealand's roasters haven't been immune to the impact of these wider market movements, with inflated prices, delays on shipments, and a reduced amount of spot coffee available to purchase – all compounded by the weak Australian and New Zealand dollars.

However, the region's coffee community are a resilient bunch, and many coffee companies have drawn on their experience to find solutions, pivot their offering, educate their audience, and continue to supply coffee lovers with fantastic beans.

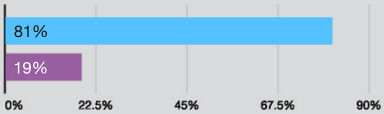
The number of roasting businesses included in this year's Roasters Directory has seen a small increase – up about 50 compared to the 2024 edition. This is a positive result given the tough conditions experienced by those buying and selling coffee over the past year.

As part of the Directory, we asked roasters to take part in an optional and anonymous survey to reveal insights into the market and current trends. As well as questions about their customer base, roasting volume, and values, this year we asked how global issues have impacted their businesses.

Unsurprisingly, of the 200 survey respondents, 81 per cent said they'd experienced supply issues over the past 12 months. Traders were used by 75 per cent of those roasters, while 25 per cent sourced directly from producers.

Have you experienced supply issues in the past 12 months?

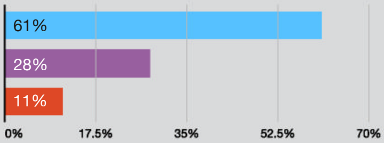
Answer choices	Responses
Yes	81%
No	19%



Despite these supply issues, compounded by shipments delays and spot coffee shortages, the majority of roasters surveyed reported an increase in the volume of coffee they processed over the past year. Only 11 per cent cited a decrease, with 28 per cent staying the same and 61 per cent reporting an increase.

Has the volume of coffee you roast changed in the past 12 months?

Answer choices	Responses
It has increased	61%
Stayed the same	28%
It has decreased	11%



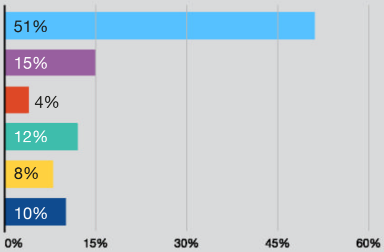
Reporting on total volume, respondents represented a broadly even spread of the industry. Of the respondents, 17 per cent said they roast 10 to 50 kilograms per week, 11 per cent said 51 to 100 kilograms, 33 per cent said 101 to 500 kilograms, 9 per cent said 501 to 1000 kilograms, 15 per cent said 1001 to 5000 kilograms, 11 per cent said 5001 to 10,000 kilograms, and 4 per cent said more than 10,000 kilograms.

These results somewhat correlate with the roasters' reported customer bases. When asked how many businesses they supply with coffee, 51 per cent said one to 25, 15 per cent said 26 to 50, 4 per cent said 51 to 100, 12 per cent said 101 to 200, 8 per cent said 201 to 500, and 10 per cent said more than 500.

Interestingly, at the higher end of the scale, the percentage of businesses supplying more than 500 venues has risen from 1 per cent in our 2024 survey to 10 per cent.

How many businesses do you supply with coffee?

Answer choices	Responses
1-25	51%
26-50	15%
51-100	4%
101-200	12%
201-500	8%
More than 500	10%



More positive news came from the enquiry into new business, with a whopping 80 per cent of respondents saying they had seen an increase in new customers over the past 12 months – with only 5 per cent reporting a decline.

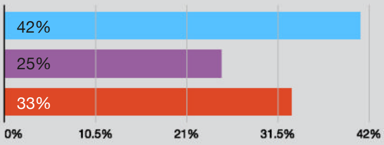
A lot of the public conversation on coffee over the past few months has centred on the price of a cup. With roasters experiencing higher prices for green beans, many have had to pass on that additional cost to their customers, who have then passed that onto the consumer.

Of the roasters we surveyed, 88 per cent said they had increased their prices over the past year and 87 per cent said they were considering increasing their prices in the next 12 months.

However, this doesn't appear to have greatly impacted their customers' buying habits. Although 25 per cent of respondents said their customers had reduced the amount of coffee they are purchasing, 33 per cent reported no change and 42 per cent said it had increased.

Have you noticed a change in your customers' buying habits?

Answer choices	Responses
Yes, they are buying more coffee	42%
Yes, they are buying less coffee	25%
No, they have remained the same	33%



So, while the market remains tough, it appears there are still opportunities for growth in the sector.

"It's hugely positive to see so many roasters in Australia and New Zealand reporting an uptick in new customers and roasting volume over the past year," says *BeanScene* Editor Kathryn Lewis.

"Reading the news, it can be easy to think the coffee industry is really struggling right now, but that's not necessarily the case for everyone. There are a lot of roasters that are pivoting their offering to changing consumer demands, and increasing their presence in other hospitality venues as well as retail.

"Whatever challenge is put in their way, many of the region's roasters find a route to overcome it. At the heart of our industry lies a true passion for the art, craft and science of coffee that people aren't willing to sacrifice." ◻

***The 2025 Roasters Directory is compiled of opt-in participants and verified venues. If you have missed out this year or need to update your details for next year, please email charlotte.murphy@primecreative.com.au**

The 2025 *BeanScene* Roasters Directory is powered by

MILKLAB

Elevating the coffee experience

With collaboration at the heart of the brand, MILKLAB continues to partner with roasters and cafés across Australia to level up the coffee experience.

Barista milk and alternatives specialist MILKLAB has spent the past decade working with the coffee industry to fine-tune its products to deliver the best possible coffee experience. With milk making up 80 per cent of the coffee in some cases, it's impact on the final beverage can't be understated.

"The right milk needs to complement and balance the flavour profile of the coffee – never overpowering and always harmonising," says Melanie Ung, MILKLAB Brand Manager.

"We lean on our roaster partners for collaboration and feedback so that every one of our barista plant-based milks textures beautifully and pairs seamlessly with the flavour of espresso. That partnership ensures our products don't just perform but actually enhance the cup."

This collaboration with roasters is highlighted each year when MILKLAB hosts its annual Roasters Royale competition at Melbourne International Coffee Expo (MICE). Creating a dedicated platform to showcase the skills of Australasia's most talented roasters, the event sees roasters go head-to-head to create the best blend to complement MILKLAB's oat milk.

In March 2025, Hung-Chi Wu of Ratio Coffee in New South Wales won the grand prize of a trip to Brazil and $10,000 cash. Hung-Chi says his blend for the competition complemented the rich body and well-structured base of MILKLAB Oat Milk.

"The blend enhances aroma with Uganda coffee beans, boosts acidity using beans from Kenya and Colombia, adds a touch of nuttiness from Uganda and Brazil beans, and concludes with MILKLAB's bold body and chocolate notes," he says.

While Oat Milk is MILKLAB's star product, Melanie says it shares the limelight of Australia's favourite alternative milk.

"The iconic trio of almond, soy and oat has truly cemented itself in cafés across Australasia. Each brings something unique to the cup, and together they've become the everyday favourites for both baristas and coffee drinkers alike," she says.

"Coconut and macadamia round out our barista plant-based milk range, bringing unique flavour experiences that give baristas and coffee drinkers even more ways to enjoy their cup."

MILKLAB will continue to work alongside the coffee industry to keep elevating the café experience as the sector evolves to shifting consumer interests.

"We see cafés becoming even more of a hub for connection. As going-out culture evolves, people are choosing cafés as their place to gather, discover and be inspired," says Melanie

"That shift presents a huge opportunity for café owners and it's why we've been rolling out Coffee Shop Sets across the country and building our MILKLAB Sensations program. It's all about supporting our partners to deliver not just a great cup of coffee but also a memorable café experience." ◻

For more information, visit milklabco.com

ACT

Barrio Collective Coffee
59/30 Lonsdale Street, Braddon 2612
0423 100 814
barriocollective.com

Bean Culture
5/47 Vicars Street, Mitchell 2911
02 6223 2200
beanculture.com.au

Boof-Pa Beans
22a Beltana Road, Pialligo 2609
0417 203 601
boofpabeans.com.au

C&O Bean Merchants
5 Lyton Street, Canberra 2609
1800 064 535
beanmerchants.com.au

Cosmorex Coffee
47 Kembla Street, Fyshwick 2609
02 6280 7511
cosmorex.com.au

Jindebah Coffee
7/13-15 Brooks Street, Mitchell 2911
02 6160 0560
jindebah.com

Lonsdale Street Roasters
Building 2, Unit 5, 1 Dairy Road, Fyshwick 2609
02 6108 3661
lonsdalestreetroasters.com

Ona Coffee
68 Wollongong Street, Fyshwick 2603
02 6162 3321
onacoffee.com.au

Red Brick Coffee
6/161 Newcastle Street, Fyshwick 2609
0431 323 960
redbrick.coffee

Seven Miles Coffee Roasters
23 Whyalla Street, Fyshwick 2609
1300 132 507
sevenmiles.com.au

Two Before Ten
68 Bandjalong Crescent, Aranda 2614
0475 210 111
twobeforeten.com.au

NSW

29 Coffee Roasters
1435 Old Northern Road, Glenorie 2154
1300 701 155
29coffeeroasters.com.au

88 Degrees Coffee
21 Leeds Street, Rhodes, Sydney 2138
02 9807 6033
88degreescoffee.com

9Bar Coffee
6/4 Hayes St, Balgowlah 2093
02 9949 3275
espressoservicesplus.com.au

a.k.a. Coffee
22 Rausch Street, Wentworthville 2146
0406 969 099
akacoffee.com.au

ACE Coffee
6/10-12 Girwah Place, Matraville 2036
1300 884 165
acecoffee.com.au

Adore Coffee Roasters
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02 9877 5552
coffeegalleria.com.au

Air Roasters Coffee
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1300 052 534
airroasters.com.au

Alfresco Coffee Roasters
4/78 Campbell Street, Moruya 2537
0427 768 207
alfrescocoffee.com

Altitude Coffee Roastery
8/108 Dangar Street, Armidale 2350
02 6772 3020
altitudecoffeeroastery.com.au

Amelia + Toby
58 Hyde Street, Bellingen 2454
ameliaandtoby.com.au

Anchorage Coffee
3/167 Prospect Highway, Seven Hills 2147
1800 849 335
anchoragecoffee.com.au

Antilles Coffee
32 Regans Road, Tamworth 2340
0427 622 272
antillescoffee.com

Aramac Foods
16/12 Mars Road, Lane Cove West 2066
02 9420 5733
aramacfoods.com.au

Art of Espresso
35 Main Street, Young 2594
02 6382 1151
artofespresso.com.au

Arte Coffee
21 Leeds Street, Rhodes 2138
02 9807 6033
artecoffee.com.au

Artificer Coffee
547 Bourke Street, Surry Hills 2010
artificercoffee.com

Artis Coffee Roasters
9-11 Shepherd Street, Marrickville 2204
0424 020 737
artiscoffee.com.au

Artisti Coffee Roasters
3/11 Craft Close, Toormina 2452
02 6653 1182
artisti.com.au

Aslan Coffee Roasters
25 Nurses Walk, The Rocks 2000
0488 827 526
aslancoffee.com.au

Australian Coffee Experts
6/10-12 Girawah Place, Matraville 2036
1300 884 165
acecoffee.com.au

Background Specialty Coffee
3/167 Prospect Highway, Seven Hills 2147
1800 849 335
backgroundcoffee.com.au

Baker St Roastery
9 Baker Street, Banksmeadow 2019
02 9666 1273
bakerstroastery.com

Barefoot Roasters
1a Lateen Lane, Byron Bay 2481
0430 316 066
barefootroasters.com.au

Barrel One Coffee Roasters
22 Orchard Road, Brookvale 2100
0408 431 864
barrelonecoffee.com

Bay Beans Coffee
1 Stockton Street, Nelson Bay 2315
0428 555 535
baybeans.com.au

Beancraft
11/9 Foundry Road, Seven Hills 2147
beancraft.com.au

Bearded Brewer
28 Wugan Street, Yerriyong 2540
0423 795 115
beardedbrewercoffee.com.au

Black Drum Roasters
18 Carnegia Place, Blacktown 2148
0423 200 869
blackdrumroasters.com.au

Black Market Coffee
24 Cadogan Street, Marrickville 2204
0417 282 059
blackmarketcoffee.com.au

Bliss Coffee Roasters
1/37 Shipley Drive, Rutherford 2320
0431 121 844
blisscoffeeroasters.com.au

Blue Mountains Coffee Roasters
5/2-4 Tayler Road, Valley Heights 2777
02 4739 0910
bluemountainscoffeeroasters.com.au

Bogota Roasters
9 Buckley Street, Marrickville 2020
0417 229 941
bogotacoffee.com.au

Botero Coffee Roasters
275 River Street, Maclean 2480
1300 540 337
botero.com.au

Bow & Arrow Coffee Roasters
688 Bourke Street, Redfern 2016
0416 004 411
bowandarrow.coffee

Brasilero Coffee
1/7 Greenhills Avenue, Moorebank 2170
02 9821 1354
brasilerocoffee.com.au

Brawn Trading Company
15/12 Mars Road, Lane Cove West 2066
02 9420 0186
gourmetgold.com.au

Brew Ha Ha Coffee Roasters
Catherine Street & Piper Street, Lilyfield 2040
02 9560 0778
brewhahacoffeeroasters.com.au

Bun Coffee
5 Cessna Crescent, Ballina 2478
1300 286 263
buncoffee.com.au

Byron Bay Coffee Company
169 Broken Head Road, Newrybar 2479
02 6687 1043
byronbaycoffeeco.com.au

Campos Coffee
16 Baker Street, Banksmeadow 2019
02 9136 9032
camposcoffee.com

Cassiopeia Specialty coffee
12 Lee Street, Emu Plains 2750
0431 821 371
cassiopeia.com.au

Central Coast Coffee
1/80 Somersby Falls Road, Somersby 2250
02 4211 6690
centralcoastcoffee.com.au

Cherry Beans Coffee Roasters
7 Clyde Street, Rydalmere 2116
02 9638 0190
cherrybeans.com.au

Coffee Alchemy
2/87 Sydenham Road, Marrickville 2204
02 9516 1997
coffeealchemy.com.au

Coffee Bean Roasting House
15 Douglas Mawson Road, Dubbo 2830
1300 654 001
coffeebean.com.au

Coffee Bean Shop
C01, 1 Campbell Parade, Manly Vale 2093
0428 555 535
coffeebeanshop.com.au

Coffee Brothers
1/54 Darley Street, Mona Vale 2103
0444 969 901
coffeebrothers.com.au

Coffee Hero
Old Baturst Road, Emu Plains 2750
0401 762 372
coffeehero.com.au

Coffee Masters of Australia
18/57a Rhodes Street, Hillsdale 2036
02 9311 3245
coffeemasters.com.au

Crave Coffee
1411 Jullian Close, Banksmeadow 2019
02 9516 1161
cravecoffee.com.au

Crema Coffee Garage
62 Broadmeadow Road, Broadmeadow 2292
1300 232 626
cremacoffeegarage.com.au

Daily Grind Coffee
1/9 Bergin Street, Gerringong 2534
0406 407 953
dailygrindcoffee.com.au

Daily Ritual Coffee Roasters
52/195 Beardy Street, Armidale 2350
02 6772 7545
dailyritual.com.au

Danes Gourmet Coffee
28 Dale Street, Brookvale 2100
02 9938 4522
danes.com.au

Darks Coffee Roasters
294 Turton Road, New Lambton 2305
0422 210 535
darks.com.au

Deluca Coffee
5-7 Denby Street, Marrickville 2204
0414 628 501
delucacoffee.com

Di Bartoli Coffee
23/69 O'Riordan Street, Alexandria 2015
02 9389 9892
dibartoli.com.au

Di Bella Coffee
11 Hoyle Avenue, Castle Hill 2154
1800 332 163
dibellacoffee.com

Di Lorenzo Coffee
33-35 Marrickville Road, Marrickville 2204
1300 486 684
dilorenzocaffe.com

Di Pacci Coffee Company
97-99 Chapel Street, Roselands 2196
02 9758 0760
dipacci.com.au

Double Roasters
1/49 Carrington Road, Marrickville 2204
0419 572 711
doubleroasters.com

Draft Coffee Roasters
404 Botany Road, Beaconsfield 2015
02 9698 1539
draftcoffeeroasters.com.au

Ecre
42/112 McEvoy Street, Alexandria 2015
0423 908 484
ecre.coffee

Edition Roasters
60 Darling Drive, Haymarket 2000
0438 682 089
editionroasters.com

El Salvador Coffee
PO Box 289, Baulkham Hills 2153
0403 200 579
elsalvadorcoffee.com.au

Elbon Coffee
6/402 New South Head Road, Double Bay 2028
02 9327 7058
elboncoffee.com.au

Empire Coffee
9a Henley Street, Rosebery 2018
0412 601 024

Emu Coffee
459-461 Parramatta Road, Leichhardt 2040
emucoffee.com.au

Espressology
4/8 Bonz Place, Seven Hills 2147
1300 731 377
espressology.com

Euroespresso
165 Paramatta Road, Annandale 2038
02 9560 7000
euroespresso.com.au

Fire & Ice Coffee
12 Nesbitt Close, Kotara 229
0416 728 872
fireandicecoffee.com.au

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Fish River Roasters
67 Corporation Avenue, Robin Hill 2795
0432 322 660
fishriverroasters.com.au

Fivetwo Coffee
4/71 Dickson Avenue, Artarmon 2064
0402 694 415
fivetwo.coffee

Forsyth Coffee
1/2-6 Waltham Street, Artarmon 2064
02 9906 7388
forsythcoffee.myshopify.com

Fragment Coffee Roasters
17 Shoreline Drive, Rhodes 2138
0421 073 411
fragmentcoffee.com.au

Frankie's Beans
3/1 Kings Cross Road, Darlinghurst 2010
0426 863 972
frankiesbeans.com.au

Frank's True Brew
Pacific Highway, Lisarow 2250
0419 802 021
frankstruebrew.com.au

Full Circle Coffee Roasters
Commercial Lane, Wagga Wagga 2650
0400 753 924
fullcirclecoffeeroasters.com

G.S. Roasting
3/32 Lilian Fowler Place, Marrickville 2204
02 9519 3114
gsroasting.com

Gabriel Coffee
60 Gibbes Street, Chatswood 2067
02 9417 6333
gabrielcoffee.com.au

Giuseppe Brothers
3/314 Hoxton Park Road, Prestons 2170
02 8783 7909
giuseppebrothers.com.au

Glee Coffee Roasters
1/4 Dulmison Avenue, Wyong 2259
02 4353 0653
gleecoffee.com.au

Glitch Coffee Roasters
4/10 Guernsey Street, Sandgate 2304
02 7252 3523
glitchcoffee.com.au

Goliath Coffee Roasters
6/1199 The Horsley Drive,
Wetherill Park 2164
02 8798 0379
goliathcoffee.com.au

Goody Beans
115 Catherine Crescent, Lavington 2640
0405 816 563
goodybeans.com.au

Gourmet Gold Coffee
15/12 Mars Road, Lane Cove West 2066
02 9420 0186
gourmetgold.com.au

Grace & Taylor
3/292 King Street, Newtown 2017
0478 539 464
graceandtaylor.com.au

Grand'Cru
7/3 Gibbes Street, Chatswood 2067
0435 690 930
grandcru.coffee

Green Bean Coffee
1/49 Carrington Road, Marrickville 2204
1800 787 738
greenbeancoffee.com.au

Guerrilla Roasters
25 Church Street, Moruya 2537
0414 531 203
guerrillaroasters.com

Gypsy Espresso
1/112 McEvoy Street, Alexandria 2015
02 9318 2345
gypsyespresso.com.au

Haven Coffee
85 Harbour Street, Haymarket 2000
1300 190 060
havencoffee.com.au

Hennessy Coffee
41/85-115 Alfred Road, Chipping
Norton 2170
1300 782 229
hennessycoffee.com.au

Hit n Run Coffee & Roastery
117 Junction Street, Nowra 2541
0481 305 309
hitnruncoffee.com.au

Horse and Harpy
1980 Silverdale Road, Silverdale 2752
0402 569 581
horseandharpy.com.au

Ignite Coffee Roasters
9 Buckley Street, Marrickville 2204
0417 229 941
ignitecoffee.com.au

Inca Coffee Roasters
Lot 28 Ocean Palms Close, Central Coast
2260
0466 438 482
incacoffee.com.au

Infinity Coffee Roasters
3/16 Salisbury Road, Hornsby
0420 399 190
infinitycoffeeroasters.org

Jacobs Douwe Egberts Professional
18 Forrester Street, Kingsgrove 2208
1300 331 753
jacobsdouweegbertsprofessional.com.au

JibbiLittle Roasting Co.
361 Kent Street, Sydney 2000
0426 265 492
jibbijug.com.au

KaapiKaapi Coffee Roasters
2 Wongajong Close, Castle Hill 2154
0466 259 196
kaapikaapi.com.au

Kahawa Estate Coffee
Houghlahans Creek Road, Tintenbar 2478
0426 256 973
kahawaestate.com.au

Karmee Coffee
3 Gibbes Street, Chatswood 2067
0422 618 159
karmee.com

Killer Coffee Co
26 Fariola Street, Silverwater 2128
02 9877 5552
killercoffeeco.com.au

King Carlos Coffee
18 Weston Road, Hurstville 2220
02 9580 1300
kingcarloscoffee.com.au

Kingswood Coffee
680 George Street, Sydney 2000
0447 777 567
kingswoodcoffee.online

Kwila Coffee
5/6 Russellton Drive, Alstonville 2477
0424 575 866
kwila.coffee

La Casa Del Caffe
1/8 Saggart Field Road, Minto 2566
1300 52 2272
lacasadelcaffe.com.au

Leaf Cafe & Co
4/10 Straits Avenue, South Granville 2142
02 9632 1463
leafcafe.com.au

Little House Coffee Co
14/42-48 Abel Street, Jamisontown 2750
0492 933 318
littlehousecoffeeco.com.au

Little Italy Coffee Roasters
18/8 Tilley Lane, Frenchs Forest 2086
0401 845 503
licr.com.au

Little Street Roasters
1/4 Harbord Court, Forster 2428
0428 023 217
littlestreetroasters.com

Loma Coffee
3/4 Banksia Drive, Byron Bay 2481
0401 171 679
lomacoffee.co

Macchiato – Woodfire Pizza & Coffee Roastery
2/338 Pitt Street, Sydney 2000
02 9262 9525
macchiato.com.au

Mackellar Range Australian Coffee
48 Hayward Ridge, Hogarth Range 2469
0422 100 170
mackellarcoffee.com.au

Mark Bullivant Coffee
4/79 Southern Cross Drive, Ballina 2478
0434 616 895
markbullivantcoffee.com

Marvell Street Coffee Roasters
1/11 Grevillea Street, Byron Bay 2481
0408 186 632
marvellstreet.com

Maverick Coffee
1/9 Baker Street, Banksmeadow 2019
0424 247 132
maverickcoffee.com.au

Maxima Coffee Roasters
67-69, 189 Ocean View Road, Ettalong
Beach 2257
02 4342 4422
maximacoffee.com.au

Mecca Coffee Roasters
26 Bourke Road, Alexandria 2015
02 9698 8448
mecca.coffee

Ministry Grounds Coffee
28 Wugan Street, Yerriyong 2540
0423 795 115
ministrygrounds.com.au

MJ Coffee Roasters
PO Box 323, Tamworth 2340
0438 416 133
mjcoffee.com.au

Mocha Coffee
5/13-21 Cadogan Street, Marrickville 2204
02 9565 5227
mochacoffee.com.au

Monlan Coffee
PO Box 718, Northbridge 1560
1300 367 475
monlancoffee.com.au

Morgans Coffee
17/84-90 Old Bathurst Road, Emu Heights
2750
02 4735 0600
morganscoffee.com

Mule Coffee Roasters
16 Buckley Street, Marrickville 2204
0420 440 155
colombianconnection.com.au

Nats Coffee Co.
29 Kays Lane, Alstonville 2477
02 6628 3666
natscoffeeco.com.au

Nine Yards Coffee
11 Green Street, Brookvale 2100
0421 308 37
nineyardscoffee.com.au

Numero Uno Coffee Roasters
11 May Street, St Peters 2044
02 8399 0111
numerouno.com.au

Old Quarter Coffee Merchants
2/6 Endeavour Close, Ballina 2478
02 6656 6377
oldquartercoffee.com.au

Outdoor Brew
9/11 Baker Street, Banksmeadow 2019
0421 258 083
outdoorbrew.com.au

Pablo & Rusty's Coffee Roasters
3 Plassey Road, North Ryde 2113
02 9807 6293
pabloandrustys.com.au

Painted Blue Coffee Roasters
3 Reserve Road, Grassy Head 2441
0456 436 222
paintedblue.com.au

Palate & Ply
37 Vernon Street, Coffs Harbour 2450
0434 700 910
palateandply.com.au

Paradox Coffee Roasters
3/167 Prospect Highway, Seven Hills 2147
1800 849 335
paradoxroasters.com

Peaberrys Coffee Roasters
4/10 Guernsey Street, Sandgate 2304
02 4962 4222
peaberrys.com.au

Peak Coffee Australia
1/30 Jambali Road, Port Macquarie 2444
02 6581 2677
peakcoffee.com.au

Piazza D'Oro
Level 1/80 Pacific Highway, North Sydney
2060
02 9551 3000
piazzadoro.com.au

Pine Tea & Coffee
17/8 Gladstone Road, Castle Hill 2154
02 9680 9117
pineteacoffee.com.au

Platform 9 Coffee Roasters
1/315 Townsend Street, Albury 2640
0421 043 921
p9coffee.com.au

Point Five-Zero
18 Spooner Avenue, Mount Austin 2650
0469 706 971
pointfivezero.com

Premium Coffee Roasters
5 Jambali Road, Port Macquarie 2444
0428 214 155
premium coffee roasters.com.au

Primary Coffee Roasters
1/9 Ward Avenue, Potts Point 2011
0404 124 153
primarycoffeeroasters.com

Primo Caffe
441-443 Victoria Street, Wetherill
Park 2164
02 9757 1010
primocaffe.com.au

Rapture Coffee Roasters
21/16-24 Whybrow Street, Griffith 2680
0408 398 001

Ratio Coffee
Shop 2, 473 Pacific Highway, Crows Nest
2065
4030 373 69
coffeeratio.com.au

Real Coffee
202 High Street, Maitland 2320
0406 398 001
realcoffee.com.au

Red Parrot Coffee
23 Hubbard Street, Islington 2296
1300 001 899
redparrotcoffee.com.au

Reuben Hills
61 Albion Street, Surry Hills 2010
0447 443 072
reubenhills.com.au

Revolving Door Roasters
3/18 Blackbutt Road, Port Macquarie 2444
0412 471 427
revolvingdoor.com.au

Rise Roasting
30 North West Arm Road, Gymea 2227
0422 923 875
riseroasting.com.au

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River Roast
202 High Street, Maitland 2320
0406 398 001
riverroast.com.au

Roasters with Altitude
71 Evans Lookout Road, Blackheath 2785
0411 032 961
roasterswithaltitude.com.au

Roastville
157 Victoria Road, Marrickville 2204
02 9560 4802
roastville.com.au

Roastworks Coffee Co.
3/167 Prospect Highway, Seven Hills 2147
1800 849 335
roastworks.com.au

Ronita Espresso
3/314 Hoxton Park Road, Liverpool 2170
02 8783 7878
ronita.com.au

Roseberry St Roasters
28/20 Waine Street, Freshwater 2096
0423 801 165
roseberryst.com.au

Rush Roasting Co
64 Bowral Street, Bowral 2576
0408 178 128
rushroasting.com.au

Sacred Grounds Coffee
1/16 Baker Street, Banksmeadow 2019
02 9316 9032
sacredgrounds-coffee.com.au

Salvador Coffee
Unit 3d, 1-7 Unwins Road, St Peters 2044
04 1854 4325
salvadorcoffee.com.au

Sample Coffee Roasters
Suite 1.03, 75 Mary Street,
St Peters 2044
02 8294 9112
samplecoffee.com.au

Santos Coffee Company
169 Bonds Road, Riverwood 2210
02 9584 2544
wearesantos.com

Schibello Coffee
21 Leeds Street, Sydney 2138
02 9807 6033
schibellocoffee.com.au

Segafredo Zanetti Australia
9/4 Huntley Street, Alexandria 2015
1300 660 976
segafredo.com.au

Seven Miles Coffee Roasters
Kenneth Road, Manly Vale 2093
1300 132 507
sevenmiles.com.au

Short Street Coffee
4/8 Bonz Place, Seven Hills 2147
1300 097 824
shortstreet.coffee

Siboni's Coffee
975 Pacific Highway, Pymble 2073
02 9440 3173
siboniscoffee.com.au

Silver Linings Coffee
PO Box 131, Bonville 2450
0422 138 433
silverliningscoffee.com.au

Silverskin Coffee Roasters
43 Oakdale Road, Gateshead 2290
0422 436 137
silverskincoffee.com

Single O
28b Cranbrook Street, Botany 2019
02 9693 2232
singleo.com.au

Six Degrees Coffee Roasters
4/10 Straits Avenue, South Granville 2142
0413 632 146
sixdegreescoffee.com.au

Six8 Coffee Roasters
92 Meehan Street, Yass 2582
0403 060 367
six8coffee.com

Skittle Lane
40 King Street, Sydney 2000
0448 887 728
skittlelane.com

Smay Coffee
42 Grosvenor Road, Lindfield 2070
02 4906 7763
smaycoffee.au

Soprano Coffee
C1/1 Campbell Parade, Manly Vale 2093
02 9907 6775
sopranocoffee.com.au

Sprocket Roasters
24 Wyong Road, Lambton 2299
02 4957 3344
sprocketroasters.com.au

St Dreux Coffee
3/93 Jedda Road, Prestons 2170
saintdreux.com

Stitch Coffee
42/112 McEvoy Street, Alexandria, Sydney 2015
0499 886 087
stitch.coffee

STOKA Coffee Roasters
5c/17 Park Avenue Lane, Coffs Harbour 2450
0426 280 301
stokacoffee.com.au

Sunny Coffee
18 Anderson Street, Banksmeadow 2019
0451 231 550
sunnycoffee.com.au

Suspension Coffee
29 Carrington Road, Marrickville 2204
0459 366 070
suspensioncoffee.com.au

Swell Coffee
42/124-130 Auburn Street, Coniston 2500
02 4203 5440
swellcoffee.com.au

The Coffee Bean Roasting House
15 Douglas Mawson Road, Dubbo 2830
1300 654 001
coffeebean.com.au

The Grounds Coffee Factory
2/4 Locomotive St, South Eveleigh,
Sydney 2015
0417 217 936
thegrounds.com.au

The Little Coffee Co
6/114-116 Somers Street, Lawson 2783
0477 114 362
thelittlecoffeeco.com.au

The Killer Coffee Co
26 Fariola Street Silverwater 2128
02 9877 5552
killercoffeeco.com.au

The Little Marionette
26d Mansfield Street, Rozelle 2039
02 9557 6980
thelittlemarionette.com

The Mobile Coffee Group
11/12a Loyalty Road, North Rocks 2151
1300 746 020
themobilecoffeegroup.com.au

The Wood Roaster
9-11a Shepherd Street, Marrickville 2204
1800 966 376
thewoodroaster.com

Three Arrows Coffee
62 Heather Road, Winmalee 2777
threearrowscoffee.com.au

Three Pence Roasters
18 Woodfield Boulevard, Caringbah 2229
02 9526 6899
threepenceroasters.com.au

Toby's Estate
32-36 City Road, Chippendale 2008
1300 074 178
tobysestate.com.au

Two Roads Coffee Co
89 North Steyne, Manly 2095
0477 286 008
tworoads.au

UCC Coffee Australia
Level 2, 5 George Street, North Strathfield 2137
02 9133 1200
ucc-anz.com

Underground Coffee Roasters
4/2187 Castlereagh Road, Penrith 2750
0458 096 151
undergroundcoffee.com.au

Vittoria Food & Beverage
118 Wetherill Street, Silverwater 2128
02 9748 0299
vittoriafandb.com

Whiskano Coffee
PO Box 1775, Dubbo 2830
02 5804 5555
whiskanocoffee.com

White Horse Coffee
10/44-46 Flora Street, Kirrawee 2232
1300 942 123
whitehorsecoffee.com.au

Will & Co
Shop 7 Level 1, 184 Campbell Parade,
Bondi Beach 2026
willandco.com.au

William De Nass Coffee
97-99 Chapel Street, Roselands 2196
02 9758 0760
williamdenasscoffee.com.au

Witham's Coffee
5 Salisbury Road, Hornsby 2077
02 9482 1122
withams.com.au

WKSHOP
3/167 Prospect Highway, Seven Hills 2147
1800 849 335
wkshop.com.au

Wolfpack Coffee Roasters
10 Edwin Street, Mortlake 2137
02 8765 0633
wolfpackcoffee.com.au

Wood Fired Coffee
Narabang Way, Belrose 2085
02 7201 5137
woodfiredcoffee.com.au

Zentveld's Coffee
193 Broken Head Road, Newrybar 2479
02 6687 2045
zentvelds.com.au

Zeta's Coffee
113 Blissetts Road, Carool 2486
0407 413 339
zetascoffee.com.au

Zo'i Espresso
444 Dean Street, Albury 2640
02 4027 7651
zoiespresso.com.au

Zoomcoffee
65 Piper Drive, Ballina 2478
02 4196 9703
zoomcoffee.com.au

NT

Blast Coffee Roasters
26 Cox Crescent, Katherine 850
0427 348 915
blastcoffee.square.site

QLD

Abrisca Coffee Roasters
28 Manilla Street, East Brisbane 4169
07 3217 3316
abrisca.com

Anchorage Coffee
10 Beach Road, Surfers Paradise
4217 1800 849 335
anchoragecoffee.com.au

Aromas Coffee Roasters
4/14-16 Cairns Street, Loganholme 4129
1300 576 324
aromas.com.au

Bacano Coffee Roasters
160 Mary Street, Brisbane 4000
0433 049 289
bacanocoffee.com.au

Bear Bones
66 MacLachlan Street, Fortitude Valley 4006
0427 703 768
bearbones.com.au

Bellissimo Coffee
12 Cavendish Road, Coorparoo 4151
0435 430 342
bellissimocoffee.com.au

Besito Coffee
1c/7 Ern Harley Drive, Burleigh 4220
0415 862 088
besitocoffee.com

Big Brew Coffee Roasters
12/9 Inspiration Drive, Wangara
6065 08 9303 4877
brewcr.com

Blackstar Coffee Roasters
3/62 Didsbury Street, East Brisbane 4169
07 3217 2323
blackstarcoffee.com.au

Blue Sky Coffee
9/25 Lerna Street, Woolloongabba 4102
0409 963 643
blueskycoffee.coffee

Bounce Coffee Co
87 Ingham Road, West End, Townsville 4810
1800 426 862
bouncecoffee.com

Burleigh Roasting Co
2/110 Mountain View Avenue, Miami 4220
0721 401 907
burleighroastingco.com.au

Cafetal Coffee Roasters
15 Overend Street, East Brisbane 4169
07 2104 7998
cafetalroasters.com.au

Campos Coffee
19/300 Cullen Avenue East,
Eagle Farm 4009
07 3630 2288
camposcoffe.com

Carf Coffee
261 Queen Street, Brisbane 4000
07 3289 2596
carfcoffee.com.au

Chubby Magpie Coffee Roasters
2/71 Eyre Street, Townsville 4810
07 4725 3889
chubbymagiecoffee.com.au

Clandestino Coffee
59 Rene Street, Noosaville 4566
1300 656 022
clandestino.com.au

Cleanskin Coffee Co
121/193 South Pine Road, Brendale 4500
07 3889 8449
cleanskincoffeeco.com.au

Coffee Alliance
78-84 Abbotsford Road,
Bowen Hills 4037
07 3569 5500
coffeecommune.com.au

Coffee Beans Delivered
Shop 2b/4 Patricks Road, Arana Hills 4054
coffeebeansdelivered.com.au

Coffee Dominion
3 Meenan Street,
Garbutt 4810
0417 636 629
coffeedominion.com.au

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Coffee Presto
103 Bowen Road, Rosslea 4812
04 5677 3786
coffeepresto.com.au

Coffee Roasters Australia
5/8 Technology Drive, Arundel 4214
07 5529 0888
coffeeroasters.com.au

Coffee Roasters Collective
164 Brisbane Street, Ipswich 4305
0413 000 979
coffeeroastersco.com.au

Coffee Roasters Queensland
29/170-182 Mayers Street, Manunda 4870
0402 275 552
coffeeroastersqueensland.com

Coffee Supreme
27 Balaclava Street, Woolloongabba 4102
0800 937 627
coffeesupreme.com

Coffee Works
136 Mason Street, Mareeba 4880
07 4092 4101
coffeeworks.com.au

Cooee Coffee Co
4 Mona Court, Bli Bli 4560
1300 976 698
cooeecoffeeco.com.au

Crafted Bean
2 Lonergans Lane, Sunshine Coast 4568
0411 220 082
craftedbean.com.au

Crater Mountain Coffee
10246 Kennedy Highway, Upper Barron
4883 0419 936 365
cratermountain.com.au

Cre8ive Coffee Specialty Roasters
4/42 Lawrence Drive, Nerang 4211
0499 098 692
cre8ivecoffee.com.au

Cubbyhouse Coffee
1/67 Kremzow Road, Brendale 4500
0447 436 695
cubbyhousecoffee.com.au

Daily Drop Coffee
273 Water Street, Fortitude Valley 4006
dailydropcoffee.com.au

DHC Coffee Co
2/5-11 Jardine Drive, Redland bay 4165
0417 419 365
dhccoffee.com.au

Domigo Coffee
2/165 Byrnes Street, Mareeba 4880
07 4092 7877
domigo.com.au

Dominion Coffee Roasters
3 Meenan Street, Garbutt, Townsville 4810
0405 324 643
coffeedominion.com.au

Dramanti Artisan Coffee Roasters
3/471 Lytton Road, Morningside 4170
07 3108 8338
dramanti.com

East Australia Coffee Company
636 Gilston Road, Gilston 4211
0412 233 451
eacc.com.au

East Coast Roast
4/42 Lawrence Drive, Nerang 4211
0499 098 692
cre8ivecoffee.com.au

Elixir Coffee Roasters
10-12 Hayward Street, Stafford 4053
07 3356 5652
elixircoffee.com.au

Essential Coffee
32 Hutchinson Street, Burleigh Heads 4220
1300 324 111
essentialcoffee.com.au

Extraction Coffee Roasters
7/3375 Pacific Highway, Slacks Creek 4127
0419 674 737
extractioncoffeeroasters.com.au

First Batch Coffee Roasters
2/8 Venture Drive, Noosaville 4566
1300 253 030
firstbatchcoffee.com.au

First Fruits Speciality Coffee
129-133 Olsen Avenue, Labrador 4215
0428 798 185
firstfruits.coffee

Flying West Coffee Roasters
9 Fellowship Drive, Doonan 4562
0745 711 865
flyingwest.com.au

Fonzie Abbott Coffee Roasters & Brewing Company
20 Ross Street, Newstead 4006
073 162 7552
fonzieabbott.com

Fortitude Roasters
4/65 Manilla Street, East Brisbane 4169
0414 937 927
fortituderoasters.com

Foster & Black
628 Wickham Street, Fortitude Valley 4006
fosterblack.com.au

Fox Coffee
3 Ellison Road, Geebung 4034
07 3216 2318
foxcoffee.com.au

Freelance Roasting
1/58 The Strand, North Ward 4810
0407 233 492
freelanceroasting.com

Glasshouse Mountains Coffee
198 Barrs Road, Glasshouse Mountains,
Sunshine Coast 4518
07 5493 0008

Good Morning Coffee
51 Latham Street, Chermside 4032
0426 264 645
gmcoffee.com.au

Groundskeeper Willie Coffee Roasters
1 Allen Street, Moffat Beach 4551
0447 299 934
groundskeeperwillie.com

Hardyboys Coffee Company
1151 Creek Road, Carindale 4108
0432 711 997
hardyboys.com.au

Hervey Bay Coffee
2/124 Beach Road, Urraween 4655
07 4124 2830
herveybaycoffee.com.au

Iggys Coffee
6/8 Finsbury Street, Newmarket 4051
07 3356 8887
iggyscoffee.com.au

Industry Beans
18 Proe Street, Newstead 4006
07 3180 1190
industrybeans.com

Jack Murat Coffee
441 Tyrconnell Road, Arriga 4880
0466 001 052
jackmurat.com

Jaques Coffee
137 Leotta Road, Mareeba 4880
0417 409 332
jaquescoffee.com.au

Java Gourmet
Cnr Days & Old Coach Roads,
Upper Coomera 4209
0434 634 831
javagourmet.com.au

Joy Organic Coffee Roaster
18/109 West Burleigh Road,
Burleigh Waters 4220
1300 52 55 99
joybeans.com.au

Kadilly Coffee
4 Charlotte Court, Kalkie 4670
0402 092 953
kadilly.com.au

Kuhl-Cher Coffee
3/45 King Street, Bowen Hills 4006
0421 064 664
kuhlchercoffee.com.au

Latitude Coffee
2/28 Flinders Parade, North Lakes 4509
0400 501 890
latitudecoffee.com.au

Lincoln Coffee Roasters
2/15 Exeter Way, Caloundra 4551
0427 802 259
lincolncoffeeroasters.com.au

Little Cove Coffee Co
4/205 Weyba Road, Noosaville 4566
07 5440 5422
littlecovecoffee.com.au

Maleny Coffee
48 Teutoberg Avenue, Witta 4552
0409 874 267
malenycoffee.com.au

Mambo Coffee Roasters
2/100 Sugar Road, Maroochydore 4558
1300 062 626
mambocoffee.com.au

Manna Beans
2/4 Willingdon Street, Archerfield 4108
0400 733 033
mannabeans.com.au

Mantle & Moon
Level 18, Q&A Building, 141 Queen Street
Mall, Brisbane 4001
mantleandmoon.com.au

Merlo Coffee
320 Fison Avenue East, Eagle Farm 4009
4665 501 44
merlo.com.au

Mifeia Coffee Roast Australia
4/31 Dominions Road, Ashmore 4214
0755 649 868
mifeia.com.au

Mighty Wonders Coffee Roasters
PO 55 Toowong DC, Brisbane 4066
0406 100 360
mightywonders.coffee

Miss Cocoa's Coffee Roastery
93-101 Boat Harbour Drive, Urraween 4655
0438 275 723
misscocoas.com.au

Moda Aroma
2/127 Anderson Street, Cairns 4870
07 4032 4855
modaaroma.com

Montville Coffee
3/15 Packer Road, Baringa 4551
07 5478 5585
montvillecoffee.com.au

Neli Coffee
1 & 4/293 MacDonnell Road, Clontarf 4019
07 3284 9909
nelicoffee.com.au

North Queensland Gold Coffee
PO Box 1122, Mareeba 4880
07 4092 2785
nqgoldcoffee.com.au

O'GaBee & Co Coffee Roastery
Podium 1, 300 George Street,
Brisbane 4000
0422 431 985
ogabee.com.au

Origin Espresso Port Douglas
21-23 Warner Street, Port Douglas 4877
07 4842 7530
originespressopd.com.au

Padre Coffee
10 Eenie Creek Road, Noosaville 4566
07 5474 2036
padrecoffee.com.au

Paradox Coffee Roasters
10 Beach Road, Surfers Paradise 4217
1800 849 335
paradoxroasters.com

Parallel Roasters
1/7 Indy Court, Carrara 4211
07 5538 2564
parallelroasters.com

Passport Specialty Coffee
49 Toombul Road, Northgate 4013
1300 505 050
passportcoffee.com.au

Pioneer Coffee Roastery
1-41 Pioneer Road, Yandina 4561
pioneercoffee.com.au

Premiato Coffee
6/179 Currumburra Road, Ashmore 4214
07 5539 1966
premiatocoffee.com.au

Primal Coffee Roasters
4/134 Evan Street, Mackay 4740
0406 338 554
primalcoffeeroasters.com

Q Roasters
44 Wolverhampton Street, Stafford 4053
07 3172 6878
qroasters.com.au

Ransom Specialty Coffee
29/170-182 Mayers Street, Manunda 4870
0402 275 552
ransomspecialtycoffee.com

Renegade Roasters
6/25 Michlin Street, Moorooka 4105
0468 674 103
renegaderoasters.com.au

Return Coffee Roasters
PO Box 7115, Urangan 4655
0404 646 596
returncoffeeroasters.com

River City Coffee Roasters
5/30 Shore Street West, Ormiston 4160
0437 840 086
rivercitycoffee.com.au

Seven Miles Coffee Roasters
27 Wylie Street, Toowoomba 4350
1300 132 507
sevenmiles.com.au

Silipo Coffee
9/54 Bailey Crescent, Southport 4215
0414 630 030
silipocoffee.com.au

Simply Beans
B6 10-14 Compton Road, Underwood 4119
07 3208 2900
simplybeans.com.au

Sipping Duck Coffee Roasters
29 Johnston Street, Stratford 4870
07 4058 1958
sippingduck.com.au

Semi-Pro Coffee
8/75 Flinders Parade, North Lakes 4509
0411 814 432
semi-pro.cc

Six of One Coffee Roasters
1a/279 Ruthven Street, Toowoomba 4350
0466 243 364
sixofone.com.au

Social Coffee
35 Ponzo Street, Cairns 4868
socialcoffee.com.au

Solid Ground Coffee
33 Oxford Street, Bulimba 4171
07 3899 6704
solidgroundcoffee.org

Solitude Coffee
4/40 Dacmar Road, Coolum Beach 4573
0499 482 949
solitude.coffee

South Coast Coffee Co
15 Via Roma, Isle of Capri 4217
0755 920 868
sccoffee.com.au

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Sunshine Coast Coffee Roastery
7 Page Street, Kunda Park 4556
07 5476 8400
coffeebeanroastery.com.au

Super Roast
655 Toohey Road, Brisbane 4107
0404 759 310
superroast.com.au

Supreme Roasters
2/5 Commerce Court, Yatala 4207
07 3801 8989
supremeroasters.com.au

Tallboy Coffee
Po Box 5152, Q Supercentre 4218
0419 742 079
tallboycoffee.com.au

Talo Coffee
Northview Street, Gold Coast 4127
0433 133 232
talocoffee.com.au

Tattooed Sailor Coffee Roasters
176 Newell Street, Cairns 4870
0420 901 414
tattooedsailor.com.au

Tamborine Mountain Coffee Plantation
64 Alpine Terrace,
Tamborine Mountain 4211
0408 867 143
tamborinemountaincoffee.com.au

That's Whyld Coffee Roasters
8/43 Hillcrest Parade, Miami 4220
07 4002 3909
thatswhyld.com.au

The Bush Coffee Co
2/100 Sugar Road Maroochydore
4558 1300 645 533
thebushcoffeeco.com.au

The Coffee Commune
78-84 Abbotsford Road, Bowen Hills 4037
07 3569 5500
coffeecommune.com.au

The Coffee Roaster
1/7 Anthony Street, West End 4101
07 3999 8900
coffee.com.au

The Establishment Coffee Company
10/36-38 Newheath Drive, Arundel 4214
0479 159 549
establishmentcoffee.com.au

The Flags Coffee
11/30 Ulm Street South, Moffat
Beach 4551
0412 294 477
theflagscoffee.com.au

The Odyssey Coffee Roasters
55 Douglas Street, Milton 4064
0421 669 689
odysseycoffee.com.au

Those Little Voices
Shop 3/11 Main Street,
Tambourine Mountain 4272
0423 785 250
thoselittlevoices.com.au

Tim Adams Specialty Coffee
9 Machinery Avenue, Warana 4575
1300 846 232
timadams.net.au

Urban Farm Coffee
66 Thomas Drive, Chevron Island 4216
urbanfarmcoffee.com.au

Vincenza Coffee
14 Newspaper Place, Maroochydore 4558
07 5475 4332
vincenzacoffee.com.au

White Whale Coffee Roasters
2/4-16 Tingira Street, Cairns 4870
0429 170 398
whitewhalecoffee.com.au

Wolff Coffee Roasters
140 Gerler Road, Hendra 4011
07 3267 5551
wolffcoffeeroasters.com.au

Yowie Coffee
Kilcoy 4515
yowiecoffee.com.au

Zarraffa's Coffee
124 Distillery Road, Eagleby 4207
07 5500 0800
zarraffas.com

Zinc Coffee
3/10 Tombo Street, Capalaba,
Brisbane 4157
0423 411 253
zinccoffee.com.au

SA

1645 Coffee Roasters
30 Sunbeam Road, Glynde 5070
08 8365 6005
1645.com.au

Altura Coffee
253 Grange Road, Findon 5023
8824 483 00
alturacoffee.com.au

Aroma Fresh Coffee
362 North East Road, Klemzig 5087
8826 196 99
aromafreshcoffee.com.au

Arrosto Coffee
152 Eighteenth Street, Renmark 5341
0427 223 853
arrostocoffee.com.au

B3 Coffee
2/231 Main Road, Blackwood 5051
0421 830 020
b3coffee.com.au

Barista Sista Coffee Roasters
29d Murray Street, Nuriootpa 5355
08 8562 2882
baristasistacoffee.com.au

Barossa Coffee Roasters
85 Krieg Road, Seppeltsfield 5355
08 8562 8652
barossacoffee.com

Bean Addiction
18-28 Tanunda Road, Nuriootpa 5355
0412 144 656
beanaddiction.com.au

Big Shots Coffee
1/57 O'Sullivan Beach Road,
Lonsdale 5160
0402 189 235
bigshotscoffee.com.au

BLK MRKT Coffee
360 Richmond Road, Adelaide 5037
0422 150 987
blkmrktcoffee.com

Boston Bean Coffee Company
122 Mortlock Terrace, Port Lincoln 5606
08 8683 5140
bostonbean.com.au

Bricks & Mortar Coffee Co
2a Wehl Street North, Mount Gambier 5290
08 7120 6926
bricksmortarcoffee.com.au

By 6 Coffee Roasters
7 St James Drive, Littlehampton 5250
0400 340 388
by6coffeeroasters.com.au

Cafetal Coffee Co
10 College Road, Kent Town 5067
0433 287 032
cafetalcoffeeco.com

Caffeine Dealers
45 Charles Street, Unley, Adelaide 5061
0418 812 799
caffeinedealers.com.au

Charlie Black
8/25 Research Road, Pooraka 5095
08 1511 383
charlieblack.co

Cirelli Coffee Roasting Co
568-572 Port Road, Allenby Gardens 5009
0414 784 789
cirellicoffee.com.au

Coffee Bean Trading Company
2 West Thebarton Road, Thebarton 5031
08 7282 7007
coffeebeantrading.com.au

CoffeeByRoss
124 Ashley Street, Underdale 5032
0416 383 172
coffeebyross.com.au

D'Angelo Coffee
35 Cawthorne Street, Thebarton 5031
08 8352 6313
dangelocoffee.com.au

Dawn Patrol Coffee
402 Main Road, McLauren Vale 5171
0412 397 536
dawnpatrolcoffee.com.au

De Groot Coffee Co
89 Hill Street, Port Elliot 5212
0404 442 722
degrootcoffeeco.com.au

Dal Mare Coffee
189 Main Road, McLaren Vale 5171
0437 199 383
dalmarecoffee.com.au

Five Senses Coffee
143 Melbourne Street, North Adelaide 5006
08 9528 6200
fivesenses.com.au

Fleurieu Roast
Lot 10, 173 Port Road, Aldinga 5173
0407 826 478
fleurieuroast.com.au

Grind Roast Masters
4/61-65 Tapley's Hill Road, Hendon 5014
0410 452 816
thegrind.com.au

Hark! Coffee Roasters
57 Boothby Street, Panorama 5041
08 4781 2117
harkcoffee.com.au

Just Coffee – Adelaide Hills Coffee Roasting
31 Cameron Road, Mount Barker 5251
0409 674 764
justcoffeesa.com.au

Kicco Coffee Roasters
1/54 Cottage Lane, Hackham 5163
08 8384 1150
kicco.com.au

KOM coffee Roasters
449a Pulteney Street, Adelaide 5000
0490 505 304
komcoffee.com.au

La Crema Coffee Roasters
12 Denis Street, St Marys 5042
08 8299 0948
lacremacoffee.com.au

Mahalia Coffee
2 Flint Street, Robe 5276
1300 389 487
mahaliacoffee.com.au

Mila Coffee Co
McLauchlan Road, Windsor Gardens 5087
0412 884 564
milacoffeeco.com.au

Monastery Coffee
1/11 Petrova Avenue,
Windsor Gardens 5087
08 8151 1335
monasterycoffee.com.au

Monjava Coffee
4 Boden Court, Windsor Gardens 5087
08 8334 8230
monjava.com.au

My Kingdom for a Horse
191 Wright Street, Adelaide 5000
08 8410 7408
mykingdomforahorse.com.au

Patio Coffee Roasters
217-219 Richmond Road, Richmond 5037
08 8463 1651
patiocoffee.com.au

Ricca Coffee Company
2 West Thebarton Road, Thebarton 5031
88 2340 750
riccacoffee.com.au

Rio Coffee
22 Nelson Street, Stepney 5069
08 8362 3376
riocoffee.com.au

San Piero Coffee
54 Commercial Street East, Mount Gambier
5290
0451 625 648
sanpierocoffeeroasters.com

Segafredo Zanetti Australia
3 Star Avevenue, Dudley Park 5008
1300 660 976
segafredo.com.au

Sicilia Coffee
821 Main North Road, Pooraka 5069
08 8262 2323
siciliacoffee.com.au

Simply Coffee
43a Rundle Street, Kent Town 5067
08 8363 9017
simplycoffee.com.au

Soul City Roasters
238c Brighton Road, Somerton Park 5044
0421 830 200
soulcityroasters.com

The Coffee Barun
132a Tolley Road, St Agnes 5097
08 8342 2428
thecoffeebarun.com.au

The Coffee Bean Shop
58-59/44-60 Gouger Street, Adelaide 5000
08 8410 2525
thecoffeebeanshop.com.au

The Difference Coffeehouse
2 West Thebarton Road, Thebarton 5031
08 8234 0750
differencecoffee.com.au

Two Fish Coffee
51 Arbury Park Road, Aldgate 5154
0417 089 532
twofishcoffee.com.au

Uptown Coffee Roasters
1/54 Cottage Lane, Hackham 5163
08 8384 1150
uptowncoffee.com.au

TAS

Cheeky Devil Coffee Roasters
229 Albion Heights Drive, Kingston 7050
0415 244 505
cheekydevilcoffee.com.au

Clique Coffee
54 Browns Road, Sandy Bay 7006
0439 280 867
cliquecoffee.com.au

Coffee Plus
308 Centrepoint Shopping Centre, Hobart
7000
03 6231 6737
coffeeplus.com.au

de Lacey Coffee Roasters
6 Fleet Street, Moonah 7009
03 6274 1422
delaceycoffee.com.au

Gioconda Coffee Roasters
5 Rooke Street, Devonport 7310
04 9999 7310
giocondacoffee.com.au

Great Southern Coffee
Company Main Street, Moonah 7009
0429 964 490

Happy Farmer Organics
4 Sheppard Avenue, Hillwood 7252
0419 308 843
happyfarmerorganics.com

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Infuse Coffee Roasters
46 Strahan Street, South Burnie 7320
0499 250 470
infusecoffee.com.au

Leaping Goat Coffee
2 Ferguson Drive, Quoiba 7307
0499 555 177
leapinggoatcoffee.com.au

Lottie Lane Coffee Roasters
10a Sunderland Street, Moonah 7009
0424 916 491
lottielanecoffeeroasters.com.au

Oomph Coffee Roasters
2/123 Mornington Road, Mornington 7018
03 6244 3079
oomphcoffee.com.au

PLCoffee Company
87 Port Hills Road, Bridport 7262
03 6356 0329
potluckcoffee.com.au

Ritual Coffee Roasters
6/31a Churchill Park Drive, Invermay 7248
03 6334 8743
ritualcoffee.com.au

South Roast Coffee
21 Smith Street, Nubeena 7187
0439 001 588
southroast.com.au

Sweetbrew Coffee Roasters
5/74-82 St John Street, Launceston 7250
03 6310 8555
bunacollective.com.au

TasCaffe Coffee Roasters
5/121 Gormanston Road,
Derwent Park 7009
03 6273 1125
tascaffe.com.au

Tasmanian Coffee Roasters
6/54 Browns Road, Kingston 7050
04 1911 7502
tasmaniancoffee.com.au

The Beansmith
60 Lymington Road, Cygnet 7112
0416 246 137
thebeansmith.com.au

Villino Coffee Roasters
30 Criterion Street, Hobart 7000
03 6231 0890
villino.com.au

Zimmah Coffee Roasters
219b Murray Street, Hobart 7000
0455 655 377
zimmah.com.au

VIC

23 Degrees Coffee Roasters
1 Belrose Avenue, Cheltenham 3192
23degrees.com.au

36th Parallel Coffee Roasters
3 Dairy Drive, Coburg North 3058
03 9353 6300
36p.com.au

53 BEANS
48b Efron Street, Nunawading 3131
0416 726 786
53beans.com.au

A.Genovese & Sons
1/51 Moreland Road, Coburg East 3058
03 9383 3300
genovese.com.au

A+ Coffee Roasters
17-21 George Street, Blackburn 3130
03 9894 0444
AplusCoffee.com.au

Acoffee
30 Sackville Street, Collingwood 3066
03 9042 8746
acoffee.com.au

Allpress Espresso
80 Rupert Street, Collingwood 3066
02 9662 8288
allpressespresso.com

Amanti Coffee
17-21 George Street, Blackburn 3130
1800 263 333
amanti.coffee

Amore Coffee Roasters
Homer St, Moonee Ponds 3039
03 9372 7911

Astur Coffee
52 Liston Avenue, Reservoir 3073
0422 728 203
asturcoffee.com.au

Atypical Coffee
203 Rooks Road, Vermont 3133
0430 072 161
atypical.coffee

AU79
27-29 Nicholson Street, Abbotsford 3067
03 9429 0138
au79cafe.com.au

Aussie Veterans Coffee Co
108 Boronia Road, Boronia 3155
03 8658 9320
aussieveteranscoffee.com

Axil Coffee Roasters
48 Lynch Street, Hawthorn 3122
03 9819 2645
axilcoffee.com.au

Bailey Coffee
20 Provost Street, North Melbourne 3051
0448 286 642
jbcoffee.com.au

Barth Lane Coffee Roasters
7 Eve Court, Golden Square 3550
0408 827 649
barthlanecoffee.com.au

Bean Alliance Group
25 Kurnai Avenue, Reservoir 3073
03 9474 5555
shop.beanalliance.com.au

Beat Coffee
50 Gertz Avenue, Reservoir 3073
0434 891 668
beatcoffee.com.au

Belafonte Coffee
5/556-558 North Road, Ormond 3204
belafonte.coffee

Bennetti Coffee Roasters
61 Henderson Road, Clayton 3168
03 9590 0828
bennetticoffeeroasters.com.au

Beraldo Coffee
104 Northern Road, Heidelberg West 3084
03 9458 1200
beraldocoffee.com.au

Bermuda Coffee Roasters
3 Intrepid Street, Berwick 3806
03 4557 7128
bermudacoffee.com.au

Beyond Coffee
37 Wirraway Drive, Port Melbourne 3207
0415 899 138
drinkbeyond.com

Black Bag Roasters
41 Pauljoseph Way, Truganina 3029
03 9421 5585
blackbagroasters.com.au

Black Velvet Coffee Roasters
4/136 Exhibition Street, Melbourne 3000
0404 811 896
blackvelvetcoffee.com.au

Black Vice Coffee Roasters
PO Box 8, St Andrews 3099
0433 988 565
blackvice.com.au

Blume Coffee Traders
2 Yarra Street, Abbotsford 3067
0404 485 675
blumecoffee.com

Brew Methods
12/213 Hyde Street, Yarraville 3013
brewmethods.com.au

Brewhouse Coffee Roasters
4b Roanoak Court, Bendigo 3550
1300 936 111
brewhouseroasters.com.au

Bright Merkatio
43 Paisley Street, Footscray 3011
04 3116 7719

Brown Bag Coffee
Mill Road, Mount Beauty 3699
03 9088 9869
brownbagcoffee.com.au

Buccheri Specialty
70 Fallon Street, Brunswick 3056
1300 268 426
buccherigroup.com.au

C4 Coffee
PO Box 1438, Clayton South 3169
03 9546 8558
c4coffee.com.au

Caffeine Control Coffee
37 Wirraway Drive, Port Melbourne 3207
0498 369 063
caffeinecontrol.cofffee

Canvas Town Coffee
162 Albert Road, South Melbourne 3205
4031 797 19
canvastowncoffee.com

Capra Coffee
110 Fyans Street, South Geelong 3220
1300 300 752
capracoffee.com.au

Carlini Coffee
37 Centre Way, Croydon South 3147
03 9761 4562
carlinicoffee.com

Cartel Coffee Roasters
19 Somerset Place, Melbourne 2000
03 5222 6115
coffeecartel.com.au

Change Coffee
78 Railway Road, Blackburn 3130
0428 644 935
changecoffee.com.au

Charisma Coffee
13 Home Court, Smythesdale 3351
0401 017 224
charismacoffee.com.au

Chosen Bean
11a/1880 Ferntree Gully Road,
Ferntree Gully 3156
03 9989 5975
chosenbean.com.au

Ciscos Coffee
106 Chapel Street, Windsor 3181
ciscoscoffee.com.au

Clark St Coffee Roasters
18 Hewitt Street, Cheltenham 3192
03 9428 3229
clarkst.coffee

Clement Coffee
89/116 Cecil Street, South Melbourne 3205
0410 377 813
clementcoffee.com

Code Black Coffee Roasters
15-17 Weston Street, Brunswick 3056
03 9381 2330
codeblackcoffee.com.au

Coffea Coffee
519-521 Elizabeth Street, Melbourne 3000
0435 173 300
coffeacoffee.com.au

Coffee Basics
9 Walker Street, Castlemaine 3450
03 5470 6270
coffeebasics.com

Coffee Chakra
15 Mcgeehan Crescent, Myrtleford 3737
03 5751 5666
coffeechakra.com.au

Coffee for the People Roasting Co
37 Armstrongs Road, Seaford 3198
0417 412 733
cftproastingco.com.au

Coffee Hit
16-18 River Street, Richmond 3121
03 9840 7725
coffeehit.com.au

Coffee Lab
430 Rathdowne Street, Carlton North 3054
0412 043 547
coffeelab.com.au

Coffee Max
742 Burke Road, Camberwell 3125
0412 222 445
coffeemax.com.au

Coffee Mio
811 High Street, Thornbury 3071
03 9484 0776
coffeemio.com.au

Coffee Physics
3/62-64 Hyland Street, Fyansford 3218
04 5554 1747
coffeephysics.com.au

Coffee Supreme
28-36 Grosvenor Street, Abbotsford 3067
1800 937 627
coffeesupreme.com

Coffee1862
6 Edols Place, North Geelong 3215
0352 783 407
jmcoffee.com.au

Coffex Coffee Roasters
25 Kurnai Avenue, Reservoir 3073
03 9474 5555
coffex.com.au

Coffico Coffee
81-83 Charles Street, Coburg North 3058
03 9355 8883
cofficocoffee.com.au

Commonfolk
16 Progress Street, Mornington 3931
0422 195 966
commonfolkcoffee.com.au

Concept Roasting
30/30a Colbert Road,
Campbellfield 3061
03 9357 9995

Constant Coffee Roasters
24 7/11 Newcastle Street, Newtown 3220
0437 898 856
constantcoffee.com.au

Contraband Coffee Traders
342a Albert Street, Brunswick 3056
0409 058 197
contrabandcoffeetraders.com

Core Roasters
14 Barkly Street, Brunswick East 3057
03 4014 6852
coreroasters.cc

Corner Store Network
30 Hamilton Street, Oakleigh 3166
02 2749 83
cornerstorenetwork.org.au

Cortado Coffee
19/327 Mansfield, Thornbury 3071
03 9484 9444
cortadocoffee.com.au

Cote Terra
17 Station Street, Oakleigh 3166
03 9569 4329
coteterra.com.au

Cottle Coffee
300 Coventry Street,
South Melbourne 3205
03 9699 4700
cottlecoffee.com

Craftwork Roasting Company
1/27 Peel Street, Eltham 3095
0434 211 495
craftworkroasting.com.au

Criteria Coffee
37 Wirraway Drive, Port Melbourne 3207
0404 297 721
criteriacoffee.com

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ROASTERS DIRECTORY

Custom Coffees
165a Strickland Road, East Bendigo 3550
03 5443 9922
customcoffees.com.au

Dancing Goat Coffee Roasters
Rylston Court, Mount Eliza 3930
0448 264 070
dancinggoat.com.au

Dark Horse Coffee Roasters
303 Exhibition Street, Melbourne 3000
03 8528 4622
darkhorsecoffeeroasters.com.au

DC Specialty Coffee Roasters
203 Albion Street, Brunswick 3056
1300 382 253
dccoffee.com.au

Destination Coffee
20 Lachlan, Bulleen 3105
0418 359 524
destinationcoffee.com.au

Dimattina Coffee
219 Park Street, South Melbourne 3205
1800 346 288
dimattinacoffee.com.au

Do Coffee Roasters
Napier Street, South Melbourne 3205
0412 291 109
docoffee.com.au

Dropbox Coffee
182 Sydney Road, Coburg 3058
0405 967 491
dropboxcoffee.com.au

Dukes Coffee Roasters
62 North Street, Richmond 3121
03 9417 5578
dukescoffee.com.au

Echuca Moama Coffee Roasters
17 Mundurra Road, Echuca 3564
0407 775 387
echucamoamacoffeeroasters.com.ay

El Parche Coffee Roasters
109 Harding Street, Coburg 3058
0426 874 179
elparche.com.au

Emporio Coffee
553 Burwood Road, Hawthorn 3122
1300 037 798
emporiocoffee.com.au

Encounter Coffee
5005/135 A'Beckett Street,
Melbourne 3000
0411 743 650
encountercoffeeroaster.com

Enga Coffee Roasters
611 Main Road, Golden Point 3350
0428 342 081
engacoffee.com

Equilibrio Espresso Coffee Roasters
1/811 High Street, Thornbury 3071
equilibrioespresso.com.au

Equilibrium Master Roasters
279-281 Albert Street, Brunswick 3056
0405 748 010
eqmr.com.au

Espresso Elements
3b Roberna Street, Moorabbin 3189
03 9555 9599
espressoelements.com.au

Espresso Vivo
28 Assembly Drive, Tullamarine 3043
03 9335 4494
espressovivo.com.au

Eureka Coffee
332-334 St Georges Road,
Fitzroy North 3068
eurekacoffee.com.au

Evolve North
12 Industrial Road, Shepparton 3630
1800 999 905
evolvenorth.com.au

Fat Cat Coffee Roasters
33a Boolarra Avenue, Newborough 3825
fatcatcoffeeroasters.com

Fayale Coffee
58 Industrial Drive, Braeside 3195
0425 218 869
fayalecoffee.com.au

FireBean Coffee
1 Halford Street, Castlemaine 3450
0499 937 529
firebeancoffee.com

Five Senses Coffee
47 Taunton Drive, Cheltenham 3192
03 9239 6200
fivesenses.com.au

Four Beans Cafe & Roasting House
22 High Street, Northcote 3070
03 9482 2875
fourbeanscafe.com

Geelong Coffee Roasters
42 Cowie Street, Geelong 3215
0429 127 294
geelongcoffeeroasters.com.au

Genovese Coffee
1/51 Moreland Road, Coburg East 3058
03 9383 3300
genovese.com.au

Gigante Coffee
4 Plane Tree Avenue, Dingley Village 3172
03 9558 2007
gigante.com.au

Gravity Espresso
25 Kurnai Avenue, Reservoir 3073
03 9428 3226
gravityespresso.com.au

Great Divide Coffee
51 Lyell Street, Marysville 3779
0428 852 961
greatdividecoffee.com.au

Green Bean Roasters
74 Thomsons Road, Keilor Park 3042
0466 976 278
greenbeanroasters.com.au

Gridlock Coffee
8 Beatrice Avenue, Heidelberg West 3081
03 9459 9333
gridlockcoffee.com.au

Griffiths Bros Coffee Roasters
10-11 Rosemary Court, Mulgrave 3170
1300 385 451
griffithsbros.com.au

Grinders Coffee Roasters
50 Sparks Avenue, Fairfield 3078
grinderscoffee.com.au

Groove Beans
3/294 Wickham Road, Highett 3190
03 9553 2021
groovebeans.com.au

Hallelujah Coffee
11a Viking Court, Cheltenham 3192
hallelujahcoffee.com.au

Hillbilly Coffee Roasters
3/36 Denham Road, Tyabb 3913
0407 136 500
hillbillycoffee.com.au

Honeybird Coffee
21 Embankment Drive, Mount Beauty 3699
03 5727 7500
honeybirdcoffee.com.au

Industry Beans
70-76 Westgarth Street, Fitzroy 3065
03 9417 1034
industrybeans.com

Inglewood Coffee Roasters
23 Lionel Road, Melbourne 3149
9354 5559
inglewoodcoffeeroasters.com.au

Inkofe
26 Crawford Street, Braeside 3195
0414 613 362
inkofe.com

Jasper Coffee
Unit 3, Rear 260 Hoddle Street,
Collingwood 3066
03 9416 1960
jaspercoffee.com

Julius Meinl Australia
6 Edols Place, North Geelong 3215
0435 305 815
jmcoffee.com.au

Just Fresh Roasted
PO Box 492, Ashburton 3147
03 9761 4562
justfreshroasted.com.au

Just Planet
37 Oshanassy Street, Sunbury 3429
04 5524 9383
justplanet.com.au

Karon Farm Coffee
5/10 Builders Close, Wendouree 3345
0493 431 705
karonfarmcoffee.com.au

Kazbah Coffees Roasters
452 Birregurra Road, Birregurra 3242
0457 809 322
kazbahcoffeeroasters.com

Knight Mattingly Coffee Roasters
5 Milkman Way, Coburg North 3058
03 9354 8288
kmcr.com.au

Lavazza Australia
Level 9/ 50 Queen Street, 3000
1300 307 171
lavazzabusinesssolutions.com.au

Little Goat Coffee
3 Harker Street, Sunbury 3429
0426 296 717
littlegoatcoffee.com.au

Little Rebel Coffee
22 Collins Road, Dromana 3936
0418 121 467
littlerebel.com.au

Locale Coffee Roasters
6/51 Moreland Road, Coburg 3058
1300 189 746
localeespresso.com.au

Madem Espresso Coffee Roasters
2b Victoria Parade, Wangaratta 3677
0437 776 369
mademespresso.com

Maker Coffee Melbourne
47 North Street, Richmond 3121
03 9037 4065
makercoffee.com.au

Map Coffee
70 Fallon Street, Brunswick 3056
1800 239 438
mapcoffee.com.au

Market Lane Coffee
126 Weston Street, Brunswick East 3057
03 9804 7434
marketlane.com.au

Martin Street Coffee Roasters
21 Martin Street, Blackwood 3458
0448 215 121
martinstreetcoffee.com

Mekoffee Roastery
81 Church Street, Richmond 3121
0468 479 679
mekoffee.com.au

Melba Coffee
12/41-43 Stephen Road,
Dandenong South 3175
1300 263 522
melbacoffee.com.au

Melbourne Coffee Roasting Co
2/18 Buch Avenue, Epping 3076
0403 646 805
melbournecoffeeroastingco.com

Melbourne Coffee Traders
24 Corporate Boulevard, Melbourne 3153
0406 534 774
melbournecoffeetraders.com.au

Mikro Coffee Roasters
3/57 Geelong Road, Torquay 3228
03 4241 2414
mikro.coffee

Mocopan
60 Albert Street, Preston 3072
1800 423 267
mocopan.com.au

Motobean Coffee Roasters
2/17-21 Barretta Road, Ravenhall 3023
1300 909 919
motobean.com.au

Mr Sally
2/28 Assembly Drive,
Tullamarine 3043
mrsally.com.au

Naked Espresso Co
6/273-275 Wickham Road,
Moorabbin 3189
03 9532 2306
nakedespressoco.com.au

Nectar Coffee Co
38 Banks Road, Eltham North 3095
0433 044 705
Nectarcoffeeco.com.au

Negrita Coffee
338-340 Vic Street, Brunswick 3056
03 9380 4663
negrita.com.au

Neos Faba
Wirraway Drive, Port Melbourne 3207
1300 109 491
fourcoffee.com.au

Niccolo
57-59 Stephenson Street, Cremorne 3121
0432 473 004
niccolo.com.au

Omar & the Marvellous Coffee Bird
124 Gardenvale Road, Gardenvale 3185
03 9596 4186
coffeebird.com.au

One Collective Group
81 Gawan Loop, Coburg North 3058
03 9017 4661
onecollectivegroup.com

Origin Specialty Coffee
1 Patern Street,, Highton 3216
03 5243 2792
origincoffee.com.au

Ottimo Coffee
14 Toorak Road, Yarra 3141
1300 688 466
ottimocoffee.com.au

Padre Coffee
423 Lygon Street, Brunswick East 3057
0433 808 225
padrecoffee.com.au

Patricia Coffee Brewers
Rear 493-495 Little Bourke Street,
Melbourne 3000
03 9642 2237
patriciacoffee.com.au

People's Coffee
440 Collins Street, Melbourne 3000
0421 370 963
Peoplescoffee.com.au

Piccolo Coffee Roasters
743 Raglan Parade, Warrnambool 3280
03 5562 9392
piccolocoffee.com.au

Pillar Coffee Roasters
58 Industrial Drive, Braeside 3195
0412 521 886
pillarcoffee.com.au

Pixelbeans Coffee
12/981 Mountain Highway,
Boronia 3155
0418 106 464
pixelbeanscoffee.com.au

Project 281 Coffee Roasters
281 Albert Street, Brunswick 3056
0450 296 755
project281.com

Proud Mary Coffee Roasters
200 Wellington Street, Collingwood 3066
0394 175 930
proudmarycoffee.com.au

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Proximal Coffee
148-154 Main Street, Lilydale 3140
0433 080 382
proximalcoffee.com.au

Quists Coffee
166 Little Collins Street, Melbourne 3000
0407 424 842
quistscoffee.com.au

Rafael's Coffee
High Street, Woodend 3442
0457 866 125
rafaelscoffee.com.au

Ranges Coffee
14 Melba Avenue, Lilydale 3140
03 9738 7730
rangescoffee.com.au

Red Bean Coffee
121 Plenty Road, Preston 3072
0478 288 349
redbeancoffee.com.au

Regal Coffee Roasters
7/2-6 Independence Street,
Moorabbin 3189
03 9113 6049
regalcoffeeroasters.com.au

Regional Roasting Co
24 Corporate Boulevard, Melbourne 3153
0406 534 774
regionalroastingco.com.au

Reverence Coffee
30a Colbert Road, Campbellfield 3061
0393 579 995
reverencecoffee.com.au

Revolution Roasters
5/5 Speedwell Street, Somerville 3912
1800 844 955
revolutionroasters.com.au

Roast 66
Roastery Lane, Melbourne 3000
0414 685 729
roast66.com.au

Roast Art
34/16 Dunstans Court, Thomastown 3074
0411 705 749
roastart.com.au

Roasting Warehouse Specialty Coffee
7-13 Marshall Road, Airport West 3042
0391 149 858
roastingwarehouse.com.au

Roastlab
2/18 Buch Avenue, Epping 3076
0433 697 245
roastlab.com.au

Rosso Coffee
3 Catalina Drive, Tullamarine 3043
03 9005 6912
rossoroastingco.com.au

Rubia Coffee
21 Alex Avenue, Moorabbin 3189
1300 889 829
rubia.com.au

Rumble Coffee
10 Thompson Street, Kensington 3031
0370 340 271
rumblecoffee.com.au

Saazaa Coffee
8 Olive Grove, Ringwood 3134
03 9876 0578
saazaa.coffee

San Pedro Coffee
44 Killara Road, Campbellfield 3061
03 9416 2608
sanpedrocoffee.com.au

Sensory Lab
2b/706 Lorimer Street,
Port Melbourne 3207
03 9663 2317
sensorylab.com.au

Seven Seeds
7 Montefiore Street, Fairfield 3078
03 9347 8664
sevenseeds.com.au

Silva Coffee Roasters
3/21 Britannia Creek, Wesburn 3799
03 5967 2987
silvacoffee.com.au

Silva Yarra Valley Coffee Roasters
1/3400 Warburton Highway,
Warburton 3799
silvacoffee.com.au

Sixpence Coffee
15 Wills Street, Bright 3741
0423 262 386
sixpencecoffee.com.au

Small Batch Roasting Co
3-9 Little Howard Street, North Melbourne 3051
03 9326 6313
smallbatch.com.au

Southern Addictions Coffee
689 Mirboo North, Trafalgar South 3824
0488 913 137
southernaddictionscoffee.com.au

Specialty Coffee Army
6 Glenample Place, Mernda 3754
0466 532 516
toxikbean.com

Sprout Coffee
7/173 Salmon Street,
Port Melbourne 3207
1300 870 151
sproutcoffee.com.au

Square One Coffee Roasters
58/76 Stephenson Street, Cremorne 3121
61 436 024 204
squareonecoffee.com.au

St Remio Coffee
81 Gawan Loop, Coburg North 3056
0412 258 009
stremiocoffee.com

ST.ALi Coffee Roasters
2b/706 Lorimer Street,
Port Melbourne 3207
03 9132 8960
stali.com.au

Sth Drop
175 Graham Street, Wonthaggi 3995
0430 832 238
sthdrop.com

Storehouse Roastery
1544 Mount Dandenong Tourist Road,
Olinda 3788
03 8201 8991
storehouseroastery.com

Strada Coffee
Factory 4, 39 Essex Street,
Pascoe Vale 3044
0424 138 078
stradacoffee.com.au

Streat Coffee
66 Cromwell Street, Collingwood 3066
03 9629 4222
streat.com.au

Surfcoast Coffee Roasters
21/17 Beacon Boulevard, Torquay 3228
03 4201 6005
surfcoastcoffeeroasters.com.au

Swig Coffee
Shady Creek Road, Yarragon 3823
0432 947 957
swigcoffee.com.au

Symmetry Coffee Roasters
78 Railway Road, Blackburn 3130
0438 128 832
symmetrycoffeeroasters.com.au

Tag Coffee – Specialty Roasters
9 Marshall Road, Airport West 3042
1300 244 151
hashtagcoffee.com.au

That Coffee Company
19/74 Thomsons Road,
Keilor Park 3042
0419 134 753
thatcoffeecompany.com.au

The Bean Alliance
25 Kurnai Avenue, Reservoir 3073
03 9474 5555
beanalliance.com.au

The Bean Cartel
5/39/43 Duerdin Street, Notting Hill 3168
1800 232 622
thebeancartel.com.au

The Bean Pedlar
259 Commercial Road, Yarram 3971
0407 406 550
thebeanpedlar.com.au

The Blessed Bean Coffee Roasters
3/2 South Street, Wodonga 3690
0405 816 563
theblessedbean.com.au

The Coffee Company
260 Carlisle Street,
Balaclava 3183
coffeecompany.com.au

The Coffee Brewmasters
2b 197 Champion Road,
Williamstown 3016
03 9314 5111
thecoffeebrewmasters.com

The Sustainable Coffee Company
1/5 Rocklea Drive, Port Melbourne 3207
03 9681 8171
sustainablecoffeecompany.com.au

The Town Roaster
8 Market Street, Kyneton 3444
04 7530 2880
thetownroaster.com.au

The Vine Coffee Roasters
445 Swanston Street, Melbourne 3000
0422 816 551

Timor Coffee Roasters
30 Hamilton Street, Oakleigh 3166
02 2749 83
timorcoffeeroasters.com

Tin Man Coffee Roasters
6 Allenby Street, Coburg North 3058
03 9347 1277
tinmancoffeeroasters.com.au

Toxik Bean Small Batch Roasters
Glenample Place, Mernda 3754
0466 532 516
toxikbean.com

Ublend Coffee Roasters
3 Dairy Drive, Coburg North 3058
ublend.com.au

Undercover Roasters
449 Victoria Street, Abbotsford 3067
1300 936 111
undercoverroasters.com.au

V5 Coffee
11/50-52 Malvern Street,
Bayswater 3153
0402 166 031
v5coffee.com.au

Vacation Coffee
589 Little Breese Street, Brunswick 3056
0400 555 693
vacationcoffee.com.au

Veneziano Coffee Roasters
16-18 River Street, Richmond 3121
03 9421 5585
venezianocoffee.com.au

Vertue Coffee Roasters
425 Graham Street, Port Melbourne 3207
0438 960 444
vertuecoffee.com.au

White Owl Coffee Merchants
126 Main Street, Rutherglen 3685
0410 670 177
whiteowlcoffee.com.au

White&Beige
607/32 Lilydale Grove,
Hawthorn East 3123
0413 028 911
whitenbeige.com.au

Wide Open Road Coffee Roasters
274 Barkly Street, Brunswick 3056
0422 986 591
wideopenroad.com.au

Wild Timor Coffee
197 Langridge Street, Abbotsford 3067
0412 784 667
wildtimorcoffee.com

Yarra Coffee & Co
4/182 Main Street, Lilydale 3140
03 9739 5486
yarracoffee.com.au

Yield Specialty Coffee
587 Plenty Road, Preston 3072
0424 529 788
yieldspecialtycoffee.com.au

YourCoffee
203 Albion Street, Brunswick 3056
03 8560 0197
yourcoffee.com

Zest Specialty Coffee Roasters
67 North Street, Richmond 3121
1800 111 810
zestcoffee.com.au

WA

Brother of Mine Coffee Roasters Australia
1/5 Crowley Street, Port Kennedy 6172
0434 765 286
brotherofmine.com.au

Darkstar Coffee
104 Frobisher Street, Perth 6017
08 6107 3539
darkstarcoffee.com.au

FiORi Coffee
80 Yukich Close, Middle Swan 6056
08 9374 8005
fioricoffee.com

Five Senses Coffee Roasters
5/3 Arkwright Road,
Rockingham 6168
0420 984 200
fivesenses.com.au

Giovanni Coffee
1616 McDowell Loop, Parkerville 6081
0428 415 000
giovannicoffee.com.au

Grouch and Co Coffee Roasters
1/45 Mccoy Street, Myaree 6154
08 9317 1951
grouchandco.com

Jones & Co Coffee
2/84 Callaway Street,
Wangara 6065
08 6204 6312
jonescocoffee.com

Kaltiva Coffee Roasters
1/46 Conquest Way,
Wangara 6065
0414 293 008
kaltiva.com.au

Kimberley Coffee Company
6 Lucas Street, Broome 6725
1300 988 000
Kimberleycoffee.com.au

Loot Coffee
292a Barker Road, Subiaco 6008
0404 171 555
lootcoffee.com.au

Micro Lote Coffee
PO Box 496, Cottesloe 6911
0433 416 338
microlote.coffee

Obison Coffee Roasters
2/14 Rafferty Road, Mandurah 6210
0403 148 731
obison.com.au

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Pastel Coffee
9 Milford Street, East Victoria Park 6101
0434 998 130
pastel.coffee

Pedretti Coffee
84 Eric Street, Cottesloe 6011
0412 120 114
pedretticoffee.com

Pique Coffee
48 Grantham Street, Wembley 6014
02 1347 7272
pique.coffee

Record Coffee Roasters
5a Friesian Street, Cowaramup 6284
0411 225 891
recordcoffeeroasters.com.au

Redmile Coffee Roasters
201 Glyn Place, Mount Helena 6082
0438 951 624
redmile.com.au

Resident Coffee Roasters
21 Forrest Road, Margaret River 6285
0422 923 670
residentcoffee.com.au

Singular Roasters
3/266 Rutland Avenue, Carlisle 6101
0416 766 688
singularroasters.com

Sparks Coffee Roasters
89b Jull Street, Armadale 6112
0439 919 351
sparkscoffeeroasters.com

Yahava KoffeeWorks
8/1 Ostler Drive, Vasse 6280
0407 883 203
yahavawholesale.com.au

Yahava KoffeeWorks Margaret River
2 Andrews Way, Margaret River 6285
08 9757 2900
yahava.com

Zeroz
1/45 Ledgar Road Balcatta, Perth 6021
08 9345 2255
zeroz.com.au

NZ

3 Beans Coffee Roasters
6a/90 Wellesley Street West, 1010
022 5991 556
3beans.co.nz

300 Espresso
195c Wairau Road, Wairau Valley 627
021 861 789 300
espresso.co.nz

777 Espresso
21g Lorien Place,
East Tamaki, Auckland 2013
0800 456 994
777espresso.co.nz

ACR Coffee Roasters
acrcoffeeroasters.com

Acme & Co
14 Jessie Street, Te Aro 6011
04 385 2263
acmeandco.co.nz

Altezano Brothers
4b Edwin Street, Mount Eden 1024
09 630 0903
altezanobrothers.co.nz

Altura Coffee Company
23 Douglas Alexander Parade,
Rosedale 632
09 448 1414
alturacoffee.co.nz

Aoraki Coffee Roaster
Hampton Downs Motorsport Park,
Waikato 3782
09 930 9207
aorakicoffee.co.nz

Ark Coffee
461-467 Lake Road, Takapuna 622
09 489 8488
arkcoffee.co.nz

Arrosta Coffee Roasting Co
216 John F Kennedy Drive,
Palmerston North, Manawatu 4412
arrostacoffee.co.nz

Aurum Coffee
1101 Heretaunga Street East, Hastings,
Hawkes Bay 4122
06 873 5039
aurumcoffee.co.nz

Atlas Power Coffee
13/18 Airborne Road, Albany,
North Shore 632
09 414 4667
atlaspowercoffee.co.nz

Atomic Coffee Roasters
420c New North Road, Kingsland 1021
0800 286 642
atomiccoffee.co.nz

Avalanche Coffee
11 Westward Ho Road, Glen Eden 602
09 813 3566
avalanchecoffee.co.nz

Bay Espresso Coffee Company
304c Ellison Road, Hastings,
Hawkes Bay 4130
021 903 920
bayespressocoffee.co.nz

Be Specialty Coffee Roasters
3-29 Enterprise Street, Birkenhead 626
09 444 2567
bespecialty.co.nz

C4 Coffee Co
113 Fitzgerald Avenue,
Christchurch, Canterbury 8011
0800 242 633
c4coffee.co

Caribbean Coffee Roasters
54 Cleveland Street, Brooklyn 6021
cafecaribe.co.nz

Chacho Coffee Co
22 D'arcy Street,
Leeston, Canterbury 7632
0215 979 82
chachocoffee.co.nz

Chiasso Coffee Roasters
20 Wynyard Street, Devonport 624
09 445 1816
chiasso.co.nz

Coffee & Tea Lovers
12e Amera Place, East Tamaki 2013
09 535 7303
coffeeandtealovers.co.nz

Coffee Distributors
595 Halswell Junction Road,
Christchurch, Canterbury 8042
0272 797 180
vice-espresso.co.nz

Coffee General
100 Hinemoa Street, Birkenhead 626
09 418 1815
coffeegeneral.co.nz

Coffee Supreme
376 Great North Road, Grey Lynn 1021
0800 937 627
coffeesupreme.com

Coffee Supreme
35 Hopper Street, Mount Cook 6011
0800 937 627
coffeesupreme.com

Coffee Tech
23/9 Chonny Crescent, Manurewa 2102
09 215 9606
coffee-tech.co.nz

Coffee Worx Roastery Cafe
1/60 Hayton Road, Sockburn 8025
03 341 5040
coffeeworx.co.nz

Columbus Coffee
2/100 Mayoral Drive 1010
0800 100 110
columbuscoffee.co.nz

Commom Good Coffee Northern
6 Morningside Drive, La Mesa 1025
commongoodcoffee.nz

Common Good Coffee Southern
7 Wise Street, Addington 8024
03 281 7818
commongoodcoffee.nz

CPR Coffee Co
43 High Street, Blenheim,
Marlborough 7201
03 577 7071
cprcoffee.co.nz

Crafted Coffee Company
121 Blenheim Road, Christchurch,
Canterbury 8041
03 348 4833
craftedcoffeecompany.co.nz

Crossbow Coffee Roasters
149b Salisbury Road, Richmond,
Nelson/Malborough 7020
03 928 0240
crossbowcoffee.nz

D.K.D Espresso
47 Porana Road, Northshore 627
09 444 5940
dkdespresso.co.nz

Ebony Coffee Roasters
208 Featherston Street,
Palmerston North, Manawatu 4410
06 359 3300
ebonycoffee.co.nz

Eighthirty Coffee Roasters
16 Anzac Avenue 1010
09 551 3236
eighthirty.com

Emporio Coffee
90 Abel Smith Street, Te Aro 6140
04 382 8116
emporio.co.nz

Essential Coffee
12/48 Tawn Place,
Te Rapa, Hamilton 3200
0800 324 111
essentialcoffee.co.nz

Espresso Workshop Coffee Roasters
4/228 Orakei Road,
Remuera, Auckland 1050
02 199 9497
espressoworkshop.co.nz

Excelso Coffee Roasters
112 Third Avenue, West Tauranga,
Bay of Plenty 3145
07 578 2832
excelso.co.nz

Fairlie Good Coffee Co
45 Main Street, Fairlie, Canterbury 7925
02 7437 9991
fairliegood.store

Fat Cat Coffee
693 Lake Kaniere Road, Hokitika,
West Coast 7881
02 7474 2457
fatcatcoffee.co.nz

Firsthand Coffee
15 Joll Road,
Havelock North, Hawke's Bay 4130
06 650 493 8
firsthand.coffee

Fixation Coffee Roasters
67 Willow Street, Tauranga,
Bay of Plenty 3110
07 7578 8077
fixationcoffee.co.nz

Flight Coffee
30 Garrett Street, Te Aro 6011
02 7535 0883
flightcoffee.co.nz

Frank's Coffee
116 The Terrace,
Wellington Central, Wellington 6011
04 499 3679
frankscoffee.nz

Fuel Espresso
23 Raiha Street, Elsdon, Porirua 5022
04 499 7733
fuelespresso.com

Generosity Coffee
255 Hinemoa Street, Birkenhead 626
02 166 0969
generositycoffee.org.nz

Golden Bean Coffee
44a Finnerty Avenue,
Howick, Auckland 2014
0211 315 380
goldenbean.co.nz

Good Fortune Coffee Co
52 Fitzherbert Street, Petone 5012
02 7542 2203
goodfortunecoffee.co.nz

Grey Roasting Co
401 Grey Street,
Hamilton, Waikato 3216
02 1289 0116
greyroastingco.com

Grounded Responsible Coffee
4 Link Drive, Wairau Valley 627
09 356 4625
groundedcoffee.co.nz

Hammerstone Coffee
95 Warspite Avenue, Porirua 5024
02 7967 1318
hammerstonecoffee.co.nz

Handpicked Coffee Roasters
918 New North Road,
Auckland 1025
02 1144 0897
handpickedcoffeenz.com

Havana Coffee Works
163 Tory Street, Te Aro 6011
04 384 7041
havana.co.nz

Havoc Coffee Roasters
306 Blueskin Road, Brunswick,
Manawatu-Wanganui 4571
02 7464 2434
havoccoffee.co.nz

Hawthorne Coffee Roasters
23 Napier Roa,
Havelock North, Hawkes Bay 4130
06 877 1113
hawthornecoffee.co.nz

Hummingbird Coffee
438 Selwyn Street, Addington,
Canterbury 8140
0800 423 269
hummingbirdcoffee.com

Ignite Coffee
248-250 Marua Road,
Mount Wellington 1051
09 570 1150
ignitecoffee.co.nz

IncaFé Organic Coffee
6 Cody Place, Waiwhakaio,
New Plymouth 4312
06 759 1680
incafe.co.nz

Izon Coffee Roastery
20 Syd Bradley Road, Avonhead,
Christchurch, Canterbury 8042
03 974 1360
izoncoffee.co.nz

Jack's Coffee
3/159 Marua Road, Mount Wellington 1051
02 161 5908
jackscoffee.co.nz

Jed's Coffee Company
43 Crooks Road, East Tamaki 2013
0800 866 061
jedscoffee.co.nz

Karajoz Coffee Co
3 Virgina Avenue East,
Auckland 1021
02 7222 4883
karajoz.co.nz

Kawatiri Coffee Roasting
Virgin Flat Road, Westport, West Coast 7866
02 2399 6607
kawatiri.coffee

King Coffee
20 Hampton Downs Road, Te Kauwhata,
Waikato 3782
09 930 9207
kingcoffee.co.nz

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Kōkako Organic Coffee Roastery
9 Charles Street, Mount Eden,
Auckland 1024
09 3792 868
kokako.co.nz

Kowhai Coffee Roasters
21g Lorien Place,
East Tamaki, Auckland 2013
0800 456 994
kowhaicoffeeroasters.co.nz

L'affare
27 College Street, Te Aro 6021
0800 523 3273
laffare.co.nz

La'vita Coffee
278 Rangitikei Street, Palmerston North
4410
02 173 3343
lavita.co.nz

Little Drum Coffee
4/22 MacDonald Street,
Tauranga, Bay of Plenty 3116
02 1227 4787
littledrumcoffee.co.nz

Local Hero Coffee Works
1 Boundary Road, Hobsonville 616
02 7467 3917
localherocoffeeworks.com

Lyttelton Coffee Co
29 London Street, Lyttelton,
Canterbury 8082
02 1750 555
lytteltoncoffeeco.co.nz

Mackenzie Coffee
14 Tyne Street,
Christchurch, Canterbury 2010
09 250 1418
mackenziecoffee.co.nz

Manaia Espresso
4 Walu Lane, Matapouri, Whangarei 173
02 7245 5013
manaia-espresso.co.nz

Matakana Coffee Roasters
2 Matakana Valley Road, Matakana 985
021 644 337
matakanacoffee.co.nz

Meebz Coffee Roasters
3 Milford Road, Milford 0620
09 486 5650
meebz.co.nz

Miller's Coffee
31 Cross Street, Newton 1010
09 356 7322
millerscoffee.co.nz

Mojo Coffee
Shed 13/37 Customhouse Quay,
Wellington 6011
0800 080 080
mojo.coffee

Monsoon Coffee Roasters
85 Wairau Road, Wairau Valley 627
09 444 2002
monsooncoffee.co.nz

Mouthwater Coffee Company
159 Main Street,
Palmerston North, Manawatu 4412
02 7463 6472
mouthwater.co.nz

Organic Hit Coffee
21g Lorien Place,
East Tamaki, Auckland 2013
0800 456 994
organichitcoffee.com

Origin Coffee Company
7 Wahanui Crescent,
Otorohanga, Waikato 3900
07 873 8550
origincoffee.co.nz

Ozone Coffee Roasters
47a King Street,
New Plymouth, Taranaki 4310
06 757 5404
ozonecoffee.co.nz

Peoples Coffee
12 Constable Street, 6021
04 389 6777
peoplescoffee.co.nz

Perkatory Coffee
1 Ruapuke Road, Raglan, Waikato 3296
02 132 556
perkatoryroasters.com

Pomeroys Coffee & Tea Co
16 Elms Street, Stoke, Nelson 7011
03 546 6944
pomeroys.co.nz

Prima Roastery
387 Brougham Street, Sydenham 8023
03 373 8180
primaroastery.co.nz

Red Rabbit Coffee Co
7 Faraday Street, Parnell 1052
021 161 6607
redrabbitcoffee.co.nz

Revive Espresso
2 Lochy Street, Petone 5012
04 568 5300
revive-espresso.co.nz

Ride Coffee Roasting
11 Rototai Road,
Takaka, Golden Bay 7110
02 1260 3216

Ripe Coffee Company
476 Jackson Street,
Lower Hutt, Wellington 5012
ripecoffee.co.nz

Ris'tretto Espresso
670 Barbadoes Street, St Albans 7402
02 7755 7361
ristretto.co.nz

Ritual Coffee Company
10 Maxwell Road, Blenheim Central,
Marlborough 7201
02 7833 0169
ritualcoffee.co.nz

Roast Co
3/159 Marua Road, Ellerslie 1051
09 601 9810
roastco.co.nz

Roasted Addiqtion
476 Jackson Street, Petone,
Lower Hutt 1025
09 309 9000
roastedaddiqtion.co.nz

Rocket Coffee Roasters
302 Barton Street, Hamilton Central,
Waikato 3244
07 839 6422
rocketcoffee.co.nz

Robert Harris Coffee Roasters
23 Allens Road, East Tamaki 2013
0800 423 267
robertharris.co.nz

Roma Coffee
135 Cascades Road, Pakuranga Heights,
Auckland 2010
02 7347 9969
romacoffee.co.nz

Rush Coffee
RD5, Te Arai, Wellsford 975
09 431 5933
rushcoffee.co.nz

Sacred Grounds
44 Nukuhau Street, Taupo 3378
02 7330 8931
sacredgrounds.nz

Santos Coffee
135 Cascades Road, Auckland 2010
02 7458 2558
santoscoffee.co.nz

Segafredo Zanetti NZ
1 Arthur Brown Place,
Mount Wellington, Auckland 1060
0800 377 737
segafredo.co.nz

Strictly Coffee Roasters
137 Frederick Street,
Dunedin, Otago 9016
03 477 9022
strictlycoffee.co.nz

Sublime Coffee Roasters
32 New Street, Nelson,
Palmerston North 4410
05 0878 2546
sublimecoffeeroasters.co.nz

Society Coffee NZ
7/7 Dallan Place, Rosedale 632
09 476 6878
societycoffee.co.nz

Switch Espresso
4/25 Birmingham Drive, Middleton 8024
03 338 3530
switchespresso.co.nz

The Naked Baker
142 Beach Road, North New Brighton 8083
03 382 3393
thenakedbaker.co.nz

The New Zealand Coffee Company
346 Church Street, Penrose 1010
09 302 0450
thenzcoffeeco.co.nz

Thirdeye Coffee Roasters
1 Austin Street, Napier, Hawkes Bay 4110
02 2416 5724
thirdeyecoffee.nz

Three Llamas Gourmet Coffee
65a Main North Road, Woodend,
Canterbury 7610
03 310 0632
threellamascoffee.com

Toasted Coffee Roasters
4 Link Drive, Wairau, Auckland 0632
09 966 6485
toasted.co.nz

UCC Coffee NZ
23 Allens Road, East Tamaki 2013
02 7431 6368
ucc-anz.com

Underground Coffee Company
190 Durham Street South, Christchurch
Central, Canterbury 8011
03 353 0267
undergroundcoffee.co.nz

Vanguard Specialty Coffee Co
49 Vogel Street, Dunedin, Otago 9016
03 477 9511
vanguardcoffee.co.nz

Vibe Coffee Roasters
1/15 Porana Road, Wairau Valley 627
0800 652 701
vibecoffee.co.nz

Vivace Espresso
387 Brougham Street, Sydenham 8011
0800 848 223
vivaceespresso.co.nz

Volcanic Coffee
1/18 Totara Street, Taupo, Waikato 3330
02 132 2976
volcaniccoffee.co.nz

Volt Espresso
29c Hannigan Drive, St Johns 1072
09 527 1764
voltespresso.co.nz

Weta Coffee
66B Morrin Road, St Johns, Auckland 1072
02 1428 8876
wetacoffee.co.nz

Your Local Coffee Roasters
173 Manukau Road,
Pukekohe, Auckland 2120
09 238 2520
yourlocalcoffeeroasters.co.nz

Yurt Coffee Roasting Co
173a Albert Street,
Palmerston North, Manawatu 4410
02 7355 3097
yurtcoffee.co.nz

Zephyr Coffee Co
The Oasis, 19 Carbine Road, Mount
Wellington 1060
0800 262 226
zephyrcoffee.co.nz

Join BeanScene's 2026 Roasters Directory

Did your roastery miss out on being included or do you wish to update your roastery's details? Don't miss the chance to be part of *BeanScene*'s next edition of the Roasters Directory in 2026. The Roasters Directory is a valuable resource tool and purchasing guide for café owners, suppliers, and machine manufacturers as it features a comprehensive list of every roaster throughout Australia and New Zealand and it's FREE and EASY to be a part off.

To update your details or to hear more about advertising in *BeanScene*, please contact Charlotte Murphy: charlotte.murphy@primecreative.com.au

POWERED BY MILKLAB

BRUNS BAKERY

15 Fingal Street, Brunswick Heads,
New South Wales, 2483
Open Monday to Saturday 6am to 3.30pm,
Sunday 6.30am to 3.30pm

Taking over Bruns Bakery in Brunswick Heads was a full-circle moment for Co-Owner and Baker Kurt Hogan, who started his career at the venue in 2000 as an apprentice at the age of 14.

When Kurt, his wife Mel, and their business partners acquired the venue in 2016, the traditional bakery had been an institution in the local community for more than 60 years. Wanting to honour its history but also update the space for the modern consumer, they consciously renovated the venue to create a contemporary bakery and café.

"We managed to save a lot of the original bricks and they've been used throughout the space. The timber beams are also the originals from the 1950s," says Kurt.

"The bakery is now much more open plan. There's a bench that runs along the centre and customers can watch the bakers working on the next batches of pies, sourdough, cakes, and pastries."

The baking team craft the huge selection of edible items that tempt customers from the sprawling glass cabinet built into the wooden bar at the heart of the venue.

Bruns Bakery has been an institution in Brunswick Heads for more than 60 years. Images: Bruns Bakery.

"The bakers are massively creative and have the freedom to come up with whatever they like. Of course, we have staples that our regular customers love, but the lineup changes constantly depending on the season and what people are enjoying," says Kurt.

"Over the years, we've probably come up with hundreds of different cakes, pastries, pies, and gourmet sandwiches."

Last year, Mel and Kurt parted ways with their co-owners and are now running Bruns as a family business with their two young children. Around this time, they also switched their coffee offering from a local roaster to Sydney's Campos Coffee.

"Coffee has grown to become one of the biggest elements of our business now. During the holiday season we can get through 80 to 90 kilograms per week," he says.

"We decided to work with Campos because they're a quality brand known right across Australia. We get a lot of visitors in Brunswick Heads so it's good to be able to offer a brand they know. It's also a fantastic quality coffee."

Kurt says tourists often want to take a memento home from their trip to Bruns and that made by Fressko's reusable cups branded with the bakery logo are a popular choice.

"We've also seen an increase in interest in sustainability and customers wanting a reusable option for their takeaway coffee," he says. "We love being part of the local community and are always looking for ways we can positively contribute."

Dukes Cafe and Eatery aims to be a cornerstone of the Darwin coffee community. Image: Dukes Cafe and Eatery.

DUKES CAFE AND EATERY

43 Knuckey Street, Darwin,
Northern Territory, 0800
Open Monday to Friday 6am to 2pm,
Saturday and Sunday 7am to 12pm

The power of coffee in community is evident in Dukes Café and Eatery's involvement in Darwin's evolving café scene. Run by Prabin Maharjan, the successful venue is a vehicle for engaging with the local population through coffee.

"I saw a big gap in the market with the knowledge and the skills I have, and the knowledge and the skills in the Darwin coffee market," says Prabin. "I felt I could help young kids make good coffee.

"I started the café five years ago and have been working in coffee for two decades. Now, through Brew Dreams Coffee Training, we have trained 1600 students in four years and supported another seven to open their own businesses in Darwin."

This desire for Dukes to be a cornerstone of the community filters through into its wholesale partners, with Prabin using beans from family-owned Queensland roaster Merlo.

"I only do business with people who actually want to help the community, and that's what Merlo represents," he says.

"We have the same vision of being a business that gives back in as many ways as possible. Merlo is a very good organisation and something that I want to be associated with.

"We use their espresso blend for our espresso machine, their Forza blend for our Moccamaster filter coffee, and their Organico blend for our cold brew. Three different blends well suited to three different coffees."

The use of Merlo beans has also helped form the bedrock for what Prabin calls Dukes' "reputation for innovation" in Darwin's coffee scene.

"We're always trying to come up with something new," he says. "Whether it's a new cold brew, a new way of using our espresso, or other different food or drink options, we are always trying to do something exciting.

"Hospitality is a challenging business, and it will be challenging in the future. The way I see it, to survive you must keep adapting to new things, new processes, new technology, and then if you give back to the community, they're going to support you all the way."

Located next to the Premier's office, Blefari caters to the coffee needs of South Australia's politicians. Image: Blefari.

BLEFARI

182 Victoria Square, Adelaide,
South Australia, 5000
Open Monday to Friday 7am to 4pm

Sandwiched between local government buildings including the Premier's office and the Education Department, Blefari caters to the caffeine needs of some of South Australia's most influential people.

Whether they're popping in for a pre-policy-meeting latte or a nourishing lunch to set them up for an afternoon of press conferences, the café is a hub of activity for the local workforce from Monday to Friday.

Experienced hospitality entrepreneur Michael Marinos purchased the venue in 2021, coming out of retirement to help his nephew takeover the business.

"Most of our customers work in the nearby government buildings and we see a lot of them most days," says Michael.

"We really pride ourselves on producing the best cup of coffee possible. We continuously check the grind and dose weight every 30 minutes or so to ensure we hit the mark every time."

The Blefari team recently switched up their coffee offering, partnering with Melbourne's The Bean Cartel to refresh their house blend. They now serve the roaster's El Rudo coffee – a bold mix of beans from Colombia, Brazil, El Salvador, Peru, and India that promises to deliver notes of caramel, toffee, and hazelnut with a hint of dark chocolate.

"It's a big decision to switch suppliers and you've got to find a coffee that will work for your customers. The people we serve at Blefari are looking for a smooth flavour that finishes with a touch a sweetness and doesn't leave a bitter taste," says Michael.

"Many of them choose traditional hot espresso drinks, but recently we've seen a huge rise in interest in iced coffee. Our hot chocolates are very popular too as we make them fresh with real Belgian chocolate – they're indulgently rich."

Alongside the drinks offering, Chef Pete McLaughlin crafts a seasonal menu of café staples including weekly specials such as house-made meatballs and popcorn halloumi.

"We're more of a sleek glass-fronted café than a trendy coffee shop. Our customers are a bit more serious due to their profession, but we create a friendly and welcoming atmosphere," says Michael.

"Our customers might be making big decisions every day, but we can still have a joke with them as we prepare their morning coffee."

EVRA MARKETPLACE

18a Longland Street, Newstead,
Queensland, 4006
Open daily 6am to 3pm

The consumer desire to explore a healthier lifestyle is being taken to the next level in Australia's café scene, and Brisbane is one of the major leaders of this ongoing revolution.

Nestled near the banks of the Brisbane River in the city's inner northeast, Evra Marketplace has targeted customers' rising desire to know exactly what they're putting into their bodies, and is taking a health-forward and locally sourced approach to its community offering.

Developed by luxury wellness real-estate agency Cavalè, Evra is designed to be a "lifestyle extension" for residents in Newstead and surrounds says Apartment and Project Sales Specialist Ari Shahbazifa.

"Evra Marketplace is more than a café, it's a living philosophy," says Ari. "With its vibrant rooftop farm complete with chickens and bees, it delivers chemical-free, ultra-local produce straight from garden to plate.

"This commitment to ethical sourcing, seasonality, sustainability, and local producers makes it not just a place to grab food but a community-grown experience. One minute you have a group of teenagers chasing a 'Brisbane Erewhon' vibe, and the next you have seniors who are faithful to their daily croissant and coffee.

"Watching people swap greasy, rushed lunches for organic, health-forward meals has been a revelation. Customers roll in for a 6am coffee, hit the gym next door, swing back for breakfast and a smoothie, head to work, then loop back for lunch. Evra has become a daily routine and a lifestyle."

The café has recently made the change to serve a range of Allpress Espresso coffees. A move which, according to Ari, was motivated by a clear alignment between the two brands.

"The switch to Allpress was a no-brainer. It's chocolate-forward flavour profiles, paired with an organic option, aligns perfectly with Evra's ethos – and our customers love it," he says.

"Allpress coffee fits perfectly with our food philosophy because it shares our focus on quality, consistency, and ethical sourcing. Their hot-air roasting method produces a smooth, clean flavour that pairs well with our seasonal menu.

"The organic blend option also aligns with our commitment to offering clean, high-quality products without unnecessary additives."

Evra Marketplace focuses on sourcing its ingredients locally. Image: Cieran Murphy Photography.

Andy Tseng

The three-time ASCA Western Region Latte Art Champion reflects on his love of coffee education, Perth's evolving café community, and opening a coffee studio with his fiancée.

Name: **Andy Tseng**
Venue: **Andune Coffee Studio**
Instagram: **@andunecoffeestudio**

Image: Andy Tseng.

How did you start your career in coffee?

I started at a very young age, initially part-time at Geláre while I was at university. After I graduated, I moved into graphic design, but I had just competed in my first latte art competition and came in second place. I loved being involved in the competitions, so I kept doing it for the next seven years.

In 2017, the Western Region Latte Art Championship merged with South Australia so I had to take the big step of flying to Adelaide, but I won and that changed my career. This contributed to my decision to pursue coffee full time.

It was great to be so heavily involved in that scene, but since COVID I've looked more to the coffee training space. I'm also involved in the competition judging scene.

What inspired you to pursue latte art competitively?

I really love coffee, but I feel like it is often explained in a complicated way. I've always liked to learn in a simpler style, and latte art is great for that because it's visual – you can see what's happening and you don't need to talk about different sensory aspects.

When we're at competitions we're not necessarily speaking about how the coffee is processed, how it tastes, or those kinds of things. Whether you're in Adelaide, Melbourne, Sydney, or anywhere else, latte art is its own language that makes it easy to connect with other people that share the passion for it.

What motivated you to open Andune Coffee Studio?

I had always wanted to build a coffee bar, but none of this would have happened without my fiancée June. We moved quickly when we found the space – we started talking about it in April and opened in August. We definitely didn't want to be a café: we wanted to focus more on training and allowing people to really connect with coffee.

We have seen a lot of people, both baristas and non-baristas, who are really introverted, but having a space like this allows them to open up and understand coffee. It's easy to fall into speaking about coffee in that complicated way, but sometimes the audience is trying something new for the first time and needs to be guided through the experience.

Having a space that isn't overly crowded because it isn't a normal café gives people the time and ability to ask questions they might think are simple or silly. That's really important, because that's where some of the best learning happens.

What equipment do you use in your training workshops?

We designed a long bar table and then a space for people to crowd around the machines. We have two machines – a two-group Crem EX3, which anyone in the coffee industry will probably be able to afford for most of their coffee-shop needs, and a La Marzocco Linea Classic S, which is for the people who want to explore their coffee a little bit more. We have a filter brewing bar with a Mazzer ZM grinder too.

Now you have opened your coffee studio, what's next?

The most rewarding part of this process has been seeing the space evolve. We've had so much positive feedback from customers and baristas, and seeing all those smiling faces makes our day.

I've just come back from Melbourne with some really cool beans – from Code Black Coffee, Manta Ray, and ACoffee – that have been uniquely processed so the coffee is super vibrant. I've also ordered some Sudan Rume competition-grade coffee.

We're excited to test different themes around coffee and build a real community connection, because Perth's coffee community is still quite small but it is very passionate and growing quickly.

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